

GOVDOC

B.P.A.

3:59

BOSTON PUBLIC LIBRARY



3 9999 06583 273 3

BOSTON
PUBLIC
LIBRARY



Digitized by the Internet Archive
in 2010 with funding from
Boston Public Library

<http://www.archive.org/details/southendhousingp00bost>

SOUTH END
NEIGHBORHOOD HOUSING INITIATIVE

gov. 00-1277

GOVDOC

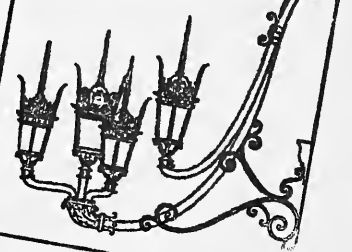
BRA

3054

SENHI



**BOSTON
PUBLIC
LIBRARY**



CITY OF BOSTON
RAYMOND L. FLYNN, MAYOR

BOSTON REDEVELOPMENT AUTHORITY
ROBERT L. FARRELL, CHAIRMAN
JOSEPH J. WALSH, VICE-CHAIRMAN
JAMES K. FLAHERTY, TREASURER
CLARENCE J. JONES, VICE-TREASURER
MICHAEL F. DONLAN, MEMBER
KANE SIMONIAN, SECRETARY
STEPHEN COYLE, DIRECTOR



CITY OF BOSTON • MASSACHUSETTS

OFFICE OF THE MAYOR
RAYMOND L. FLYNN

Over so
lts - helped
est. county
guidelines

February 11, 1987

Chairman Robert L. Farrell
Boston Redevelopment Authority
City Hall, One City Hall Square
Boston, MA 02201

Dear Chairman Farrell:

As I stated in my communication of January 9, 1987, I believe that the South End Neighborhood Housing Initiative (SENHI) offers us an opportunity to increase affordable housing for residents of the South End and the city of Boston. After careful review of the financial analysis prepared by the Director and the BRA staff, I have concluded that the SENHI Program must require that 1/3 of the units be made affordable to families with incomes at or below 50% of the SMSA median income; 1/3 at or below 80% of the SMSA median; and 1/3 at market levels. I base this decision on a number of factors including:

- °The preponderance of the comments received during the extensive community review process support this position;
- °The need for affordable housing in the city of Boston and in the South End in particular is critical; .
- °The financial gap caused by this requirement is manageable;
- °Affordability is my top priority whenever the city sells vacant land or buildings for housing development.

Community Planning Standards

My position throughout the SENHI process has been that maximum affordability cannot be achieved at the expense of other community values. Therefore, the program must contain the following planning standards:

- °All sites must comply with existing zoning and parking requirements (.7 parking spaces per unit); ✓
- °Parcels 30 and P-6A should remain as community gardens and no disposition of garden sites should be proposed until an open space plan for the South End is undertaken; ✓
- °Historic preservation and design guidelines for the South End must apply to all rehabilitation and new construction. ✓

The community's concerns about maintaining existing zoning, design quality, parking requirements and open space needs have production cost implications but, in my judgement, these values are important and cannot be lost in the SENHI process.

Increase Home Ownership

The SENHI Program should also be an opportunity to increase home ownership for first-time home buyers. Boston has one of the lowest rates of home ownership of any city in America. With a 30% home ownership level we are far below the national average for cities (55%) and the national average for all families (65%). Home ownership is the best way to give Bostonians a share in their city and its growth economy. It also has the effect of giving stability to neighborhoods which find themselves in the path of growth. Accordingly, priority should be given to proposals which maximize home ownership opportunities. Nothing should prevent this goal from being achieved through the use of cooperatives or other innovative forms of equity participation.

Preferences

Capacity Building

From the outset an important component of SENHI has been the concept of capacity building. What Boston is developing is a new generation of housing producers. The Bricklayers/Laborers Non-Profit Development Corporation, Urban Edge, Tent City Corporation, the Infill Collaborative, Douglass Plaza Associates, Tenants Development Corporation, and so many others are breaking new ground for Boston. The common thread is that community people in partnership with the city and state are rebuilding their neighborhoods for their neighbors. To give a further boost to this new generation of housing producers, preference should be given to Minority Business Enterprises, Community Development Corporations, and joint ventures involving these groups. Community based developers with good track records in the South End, or with affordable housing, should be encouraged to share their skills and capacity with the emerging group of new producers.

*MBE's
CAC's*

Program Innovation and Partnership

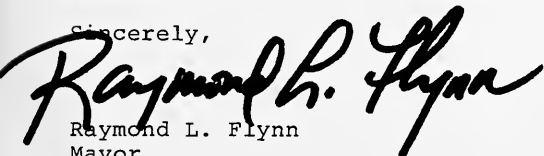
To close the financial gap caused by the affordability requirements and the community planning constraints, the program must encourage innovation from the community development proponents. The maximum flexibility on the use of disposition proceeds from the sale of units and property must be explored, with all proceeds used to close the financial gap. The city will commit existing HOP reservations to the extent necessary to promote opportunities for first-time home buyers. In addition to these contributions we will need assistance from the state to achieve the affordability goals established for this program. The success we have realized in the past three years in producing affordable housing despite the absence of federal funds is due in part to the fine working relationship we have with the Dukakis administration. With their help and the able assistance of Representative Byron Rushing, who has contributed so much to the SENHI process, and the support of his colleagues who represent this neighborhood, we can achieve the affordability goals which have been supported overwhelmingly by the community.

The special efforts the community, city and state must make for SENHI to work underscore the significance of the federal government's retreat from its responsibility to provide affordable housing. The need to produce affordable housing will not lessen, even though our resources are reduced, until new leadership at the national level commits the resources of the nation to the national problem of affordable housing. Until that time, the burden falls on local leadership, public and private, to find new ways to meet affordable housing needs.

I am confident that working together we can make SENHI a fine addition to the new types of community partnerships that Boston is developing. To expedite this program I would like the Request for Proposals issued by March 2, 1987.

In conclusion, I would like to note for the record that the South End community deserves whatever credit is due for fashioning this affordability policy. Through many meetings and countless hours of community debate, although many issues were raised and differences of opinion were voiced, the central theme from all sides was a common desire to make the South End neighborhood a better place to live. This neighborhood spirit is the real cornerstone of the community partnerships emerging in Boston.

Sincerely,


Raymond L. Flynn
Mayor

SOUTH END HOUSING PRODUCTION COST MODEL

SOUTH END HOUSING PRODUCTION COST MODEL

The community has made clear its view that all new development and rehabilitation should conform to existing zoning and should provide the necessary parking, open space, and the quality of design and materials that are typical of recent development projects in the South End.

The Administration's position throughout the SENHI process has been that greater affordability would not be achieved at the expense of the community -- not through inappropriate density, relaxed parking or open space requirements, or cheaper labor or materials. However, the community's planning guidelines regarding zoning, design, parking, and open space do have production cost implications. Since greater affordability can only be achieved by lowering production costs, these planning guidelines limit the field of cost factors that can be reduced to increase affordability.

Numerous studies have been done to identify the costs of housing production and ways to lower them. The analysis in this report focuses on the major housing production cost components to determine how they may be adjusted to reduce the gap between total development cost and project income at desired levels of affordability.

- o Land. The price a developer must pay for land is usually between 15 and 25 percent of the total development cost for a residential project. Because land is such a large component of housing production costs, lowering the price of land can significantly increase affordability. The land in the SENHI program is publicly-owned, and can therefore be disposed of at costs well below market prices.

This analysis tests the subsidy value of the city-owned land and buildings at various levels of affordability. Two land value options are employed. The first is fair reuse value (FRV). FRV is the fair market value of the property for its highest and best uses permitted under the Urban Renewal Plan, reflecting both the advantages created by the project and the requirements and limitations on land uses to be imposed on the redeveloper by the Plan. Land is also valued at a below-market rate (BMR) that reflects a land payment for the portion of land attributed to the market units, and zero land cost for the portion of land attributed to the affordable units.

The value of the city's land and structure contribution to SENHI can be estimated using the FRV method. Assuming no affordability criteria were attached to the rehabilitated or newly-constructed units, the land would be valued in excess of \$11 million. With the affordability distribution required in SENHI, a developer's expected yield from the land and buildings and therefore the price a developer would be willing to pay for them, is lower. Under the conditions required by SENHI, the estimated FRV of the city-owned land and buildings is \$4.7 million.

- o Financing. Financing, or the cost of money, is a cost during the construction phase of a project and at "take-out", when the housing is purchased by the ultimate owner. The interest rate on construction or permanent financing is the price a borrower must pay to borrow money. Construction loan interest is a component of the "soft cost" of produc-

tion. To the extent this interest rate is lower, so too will be the total cost of production. Permanent loan interest is what an owner must pay to purchase housing in addition to the actual cost of producing the housing. This mortgage interest must be figured into what a household can afford to pay per month for housing. To the extent that interest rates on permanent loans are lowered, the household can afford to buy or rent more housing on a given income.

This analysis examines how state housing assistance programs such as MHFA tax-exempt bonds, SHARP, Chapter 707, Homeownership Opportunity Program (HOP), and CDAG, as well as federal assistance through Section 8 and HODAG can be used to lower the cost of financing.

- o Transactions Costs. The developer's profit, and fees for architectural, legal, engineering, and other development-related services are a significant component of production costs. Developer's profit, for instance, often accounts for between 15 and 20 percent of total development costs. This analysis looks at varying profit assumptions, depending upon whether a for-profit or non-profit entity is developer. Fee costs and other soft costs are assumed to be lower for non-profits. These costs can be brought down even lower by obtaining services on a pro bono basis or by reducing development risk.

Land, financing, and transaction cost factors were tested within two developer models. Model I assumes the soft cost and profit expectations of a private, for-profit developer. Model II reflects the development cost assumptions of a non-profit or Community Development Corporation (CDC). In both models, cost assumptions were derived from pro formas obtained from for-profit and non-profit developers of residential development projects in the South End within the past eighteen months. Basing the production cost model on current actual experience in the South End neighborhood in our judgement rests the SENHI policy on firmer ground. Abstractions based on state or national experience could grossly exaggerate, in either direction, probable production costs. A critical analysis of this model framework and underlying cost assumptions was performed by a Boston-based private economic consulting firm.

The gap between the total development cost and project income was calculated for each model-cost scenario assuming one-third of the units are low-income, one-third are moderate, and one-third are market rate. For each model, the model-cost scenario with the lowest gap was tested at two additional affordability distributions: (1) 25 percent low-income units, 25 percent moderate-income units, and 50 percent market rate units; and (2) 17.5 percent low-income units, 17.5 moderate-income units, and 65 percent market rate units.

Margin of Error

Normally, projects include an estimated contingency for unexpected events which have costs implications. Market experience in the South End shows a contingency range of 3 percent to 10 percent. We have chosen the higher number for rehabilitated units because unforeseen problems during the rehabilitation of vacant buildings, many of which have been abandoned for twenty years, are most likely to occur. A five percent contingency amount was selected for new construction units, for which this potential cost premium is much less likely.

NOTES

A. Affordability Assumptions:

- | | | |
|----|--|--|
| 1) | Scenarios I(a), I(b), I(c),
II(a), II(b), II(c) | 1/3 units at 50% of SMSA median income;
1/3 units at 80% of SMSA median income;
1/3 units at market rates. |
| 2) | Scenarios I(d), II(d) | 17.5% at 50% SMSA of median; 17.5% at at
80% of SMSA median; 65% at market rates. |
| 3) | Scenarios I(e), II(e) | 25% units at 50% of SMSA median, 25% at 80%
of SMSA median, 50% at market rates. |

B. Zoning:

The development program assumed for each site is consistent with existing zoning, design, and historic preservation requirements of the Boston Zoning Code, with the exception of open space requirements. All design-related assumptions are consistent with the requirements of the National Register of Historic Places.

C. Unit Sizes:

- 1) Market rate units are assumed to be evenly divided between one-bedroom and two-bedroom units. Low- and moderate-income units are assumed to be 2/3 two-bedroom and 1/3 three-bedroom units.
- 2) Gross Square Foot unit sizes are assumed to be weighted averages of 1,004 square feet for newly constructed units and 944 square feet for rehabilitated units.

D. Land:

- 1) FRV: Fair Reuse Value. Calculated at \$25,000 per market unit for new construction on vacant land and \$35,000 per market unit for the rehabilitated buildings; and \$10,000 per moderate-income unit, and \$5,000 per low-income unit for both new construction and rehabilitation.
- 2) BMR: Below Market Rate. Land cost is paid for market rate units only.

E. Hard Costs:

Hard costs include site preparation, general conditions, landscaping, paving, interior finish, materials, labor, insurance, bonding, contractor's overhead, and contractor's profit and are assumed at \$75/GSF for rehab and \$90/BSF for new construction.

F. Soft Costs:

- 1) For-Profit Developer: 6% Architectural/Engineering; 3% Legal; .4% Accounting; 4% Developers Fee; all percentages are of Hard Cost in all scenarios, except that equity is a percentage of Total Development Cost (TDC).
- 2) Non-Profit Developer: 4% Architectural/Engineering; 1.5% Legal; .2% Accounting; 4% Developers Fee.
- 3) For-profit scenarios assume 15% return on gross sales for condominiums, on equity in the case of rental. Non-Profit scenarios assume no profit (breakeven) for condominiums, or 6.6% standard MHFA return on equity in the case of rental.
- 4) Scenario I assumes a developer equity requirement at 15% of TDC by the construction lender. Scenario II assumes an equity requirement at 5% of TDC for sales, 10% for rental.
- 5) 10% contingency for rehabilitation may exceed standard market assumptions by 2-5%, but serves as a buffer against hidden site-related and transaction costs. Contingency is 5% for new construction.
- 6) Construction period interest assumes a one-year construction period and a 50% average drawdown of the construction loan.
- 7) Condominium carrying cost is for interest on construction loans from the time of the completion of units until the sale of units assuming an average 6 month sale period.
- 8) Rent-up expenses in the Rental scenarios are assumed at an average of \$600 per market unit and \$300 per low- or moderate-income unit.
- 9) For-sale marketing expenses are assumed at an average of \$600 per market unit and zero for low- and moderate-income units.
- 10) \$500 per unit Tregor fees for low- and moderate-income units are assumed to be absorbed as a development expense.

G. Sales Expense, Rent-up, Marketing:

- 1) 5% brokerage fees assumed for all market units in all scenarios.
- 2) In the Non-Profit scenarios the developers fee and 2% sales expenses are assumed to be adequate to fund non-profit operations for the processing of applications for low- and moderate-income units.

H. End Loans:

- 1) Scenarios I(a), and II(a), assume conventional permanent financing terms. All other scenarios assume MHFA Homeownership Opportunity Program (HOP) terms for permanent financing, 5.5% fixed 30 year MHFA mortgage loans for low- and moderate-income units. 5% down payment assumed to be required for all low- and moderate-income units.
- 2) Low- and moderate-income sales prices are derived from the household's ability to pay, assuming that 20% of the household income is allocated to pay mortgage principal and interest. Other costs including (1) mortgage insurance (at .0034 times mortgage amount), (2) property insurance (at .0075 of unit cost), (3) property taxes (at 80% of assessed value times .01642 minus \$120), and (4) condominium (fees at \$75.00 per month) should equal less than 28% of household income.

I. Rental:

- 1) Section 8 rents used were published by HUD on 9/1/86 and are assumed to include all utilities. In the absence of section 8, chapter 707 subsidy would be used. 707 rents are lower (1 BR = \$537; 2 BR = \$629; 3 BR = \$769) than section 8 rents by \$30 to \$70 per month. The use of lower 707 rents in some cases is assumed to be offset by higher section 8 rents in other cases (where waivers are obtained from HUD for qualifying tenants).
- 2) Maximum possible SHARP allocations are assumed at \$3,245 per 2 BR per annum and \$3,895 per 3 BR per annum.
- 3) Low- and moderate-income rent in the Tenant Income section of the Rental Income Standards is 50% or 80%, respectively, of SMSA median income times .25 divided by 12. Section 8 income is the HUD Fair Market Rent minus the Tenant Income.
- 4) Total Low Income rents in the Rental Operating Pro Forma may appear high because (a) SHARP is allocated between low- and moderate-income units only and (b) the credit is considered income to the low-income units only.
- 5) 5% vacancy rate is assumed for all units. Thus, gross annual income figures are adjusted accordingly except for SHARP and syndication.
- 6) Syndication proceeds for the MHFA-financed rental scenarios are calculated as 4% of the Total Development Cost allocable to low-income units minus land, minus 30% for transaction costs, minus a 30% discount factor. A 9% credit is used in the non-MHFA rental scenarios. No proceeds are available if the percentage of low-income units is below 20%.

J. Present Value Calculations

All present value calculations are made using a mid-year convention, with the "present" defined as the start of the construction year. The discount rate, 6.9% per year, was chosen to reflect the yield of general obligation (G.O.) bonds for 15 years. The discounted values assume a public subsidy in the form of a stream of payments over 15 years, rather than one up-front payment.

FINANCIAL ANALYSIS SUMMARY

SUMMARY OF POTENTIAL OPTIONS

<u>Phase</u>	<u># of Units</u>	<u>Rental/Owner</u>	<u>Affordability</u>	<u>Sites</u>	<u>Developer</u>	<u>Gap</u>
IA	79	79-Homeowners (79 First-time home buyer)	26 @ 50% SMSA 26 @ 80% SMSA 27 @ Market	Vacant Buildings: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66	Competition with preference to MBEs, CDCs, and Joint Ventures with these groups.	\$2.6-3.8 million*
IB	252	100-Rental	33 @ 50% SMSA 33 @ 80% SMSA 34 @ Market	Vacant Parcels: R-11C, RE-7B, 29A, R-12A, R-12B, 33B, SE-98A	Competition with preference to MBEs, CDCs, and Joint Ventures with these groups.	\$1.8-1.9 million*
		152-Homeowners (101 First-time home buyer)	51 @ 50% SMSA 50 @ 80% SMSA 51 @ Market		Competition with preference to MBEs, CDCs, and Joint Ventures with these groups.	\$5.6-8 million*
TOTALS:	331	231-Homeowner (180 First-time home buyer) 100-Rental	110 @ 50% SMSA 109 @ 80% SMSA 112 @ Market			(\$3 million) SENHI dis position proceeds (\$1 million) CDAG
						\$6-9.7 million

* Gap amounts in excess of city land write-down, HOP, SHARP, Section 8/Chapter 707, and tax syndication subsidies.

SALES ANALYSIS SUMMARY
REHABILITATION - 79 UNITS

For-Profit Developer

Non-Profit Developer

Affordability	For-Profit Developer			Non-Profit Developer		
	Sales Proceeds	TDC	Surplus (Gap)	Sales Proceeds	TDC	Surplus (Gap)
1/3 at 50% SMSA median; 1/3 at 80% SMSA median; 1/3 at market	A \$ 5,760,502	\$10,909,186	(\$5,148,684)	\$ 5,760,502	\$ 9,849,694	(\$4,089,192)
	B \$ 6,849,858	\$11,094,377	(\$4,244,519)	\$ 6,849,858	\$ 9,871,481	(\$3,021,623)
	C \$ 6,849,858	\$10,675,094	<u>(\$3,825,236)</u>	\$ 6,849,858	\$ 9,449,654	<u>(\$2,599,796)</u>
35% affordability: 17% at 50% SMSA median; 17% at 80% SMSA median; 65% at market	D \$ 8,123,369	\$11,428,892	(\$3,305,523)	\$ 8,123,369	\$10,042,790	(\$1,919,421)
	E \$ 7,511,170	\$11,060,557	(\$3,549,387)	\$ 7,511,170	\$ 9,751,366	(\$2,240,197)
50% affordability: 25% at 50% SMSA median; 25% at 80% SMSA median; 50% at market						

* TDC includes all sales expenses and profit (if applicable to the scenario)

SALES ANALYSIS
NEW CONSTRUCTION - 152 UNITS

I
For-Profit Developer
II
Non-Profit Developer

Affordability	Sales Proceeds			TDC	Surplus (Gap)	Sales Proceeds			TDC	Surplus (Gap)
	For-Profit	For-Profit	For-Profit			Non-Profit	Non-Profit	Non-Profit		
1/3 at 50% SMSA median; 1/3 at 80% SMSA median; 1/3 at market	A	\$11,039,908	\$22,301,732	(\$10,576,542)	\$11,039,908	\$19,537,299	(\$8,497,391)			
	B	\$13,117,606	\$21,969,659	(\$8,852,053)	\$13,117,606	\$19,578,853	(\$6,461,247)			
	C	\$13,117,606	\$21,168,111	<u>(\$8,050,505)</u>	\$13,117,606	\$18,772,427	<u>(\$5,654,821)</u>			
35% affordability: 17 1/2% at 50% SMSA median; 17 1/2% at 80% SMSA median; 65% at market	D	\$15,467,867	\$22,008,926	(\$6,541,059)	\$15,467,867	\$19,318,041	(\$3,850,174)			
	E	\$14,390,862	\$21,650,429	(\$7,259,567)	\$14,390,862	\$19,456,204	(\$4,701,989)			
50% affordability: 25% at 50% SMSA median; 25% at 80% SMSA median; 50% at market										

* TDC includes all sales expenses and profit (if applicable to the scenario)

RENTAL ANALYSIS SUMMARY
NEW CONSTRUCTION - 100 UNITS

I
For-Profit Developer

II
Non-Profit Developer

Affordability	PV Gap after Subsidies (\$Nominal)			PV Gap after Subsidies (\$ Nominal)		
	Gap - Yr. 1	First Year Breakeven	GAP - Yr. 1	Gap - Yr. 1	First Year Breakeven	GAP - Yr. 1
1/3 at 50% SMSA median; 1/3 at 80% SMSA median; 1/3 at market	A (\$ 967,206)		\$ 7,813,152 (13,035,610)	(\$ 804,367)		\$ 6,359,200 (10,568,179)
	B (\$ 352,918)		\$ 2,339,147 (3,686,946)	(\$ 342,929)		\$ 2,246,331 (3,526,667)
	C (\$ 306,301)		\$ 1,925,496 (2,986,729)	(\$ 295,510)		\$ 1,825,556 (2,814,382)
35% afford-ability: 17% at 50% SMSA median; 17% at 80% SMSA median; 65% at market	D (\$ 407,398)		\$ 2,141,989 (3,043,002)	(\$ 396,669)		\$ 2,054,765 (2,903,520)
	E (\$ 340,341)		\$ 1,885,332 (2,768,880)	(\$ 330,168)		\$ 1,792,037 (2,608,655)
50% afford-ability: 25% at 50% SMSA median; 25% at 80% SMSA median; 50% at market						

** Present Values (PV) are calculated over 15 years at 6.9% discount rate.

SUBSIDY REQUIREMENT
RENTAL ANALYSIS
NEW CONSTRUCTION - 100 UNITS

For-Profit Developer

Affordability	Land Contribution	SHARP		Syndication	Total Subsidies
		\$,8/Ch. 707			
1/3 at 50% SMSA median; 1/3 at 80% SMSA median; 1/3 at market	A	0	0	\$1,142,955	\$1,142,955
	B	0	\$1,503,694	507,980	3,491,393
	C	\$500,000	1,503,694	506,658	3,490,071
35% affordability: 17% at 50% SMSA median; 17 1/2% at 80% SMSA median; 65% at market	D	270,000	808,722	0	1,595,461
	E	375,000	1,120,369	372,176	2,578,895

Subsidy amounts for SHARP, §8/Ch. 707, and Syndication proceeds represent the present value of a 15 year stream, discounted at 6.9%.



SUBSIDY REQUIREMENT
RENTAL ANALYSIS
NEW CONSTRUCTION - 100 UNITS

II
Non-Profit Developer

Affordability	Land Contribution	SHARP		\$8/Ch. 707		Syndication	Total Subsidies
1/3 at 50% SMSA median; 1/3 at 80% SMSA median; 1/3 at market	A	0	0	0	0	\$1,110,899	\$1,110,899
	B	0	\$1,503,694	\$1,479,720	493,733	493,733	3,477,146
	C	\$500,000	1,503,694	1,479,720	492,355	492,355	3,475,768
35% affordability: 17% at 50% SMSA median; 17½% at 80% SMSA median; 65% at market	D	270,000	808,722	786,738	0	0	1,595,461
	E	375,000	1,120,369	1,086,350	361,746	361,746	2,568,465
50% affordability: 25% at 50% SMSA median; 25% at 80% SMSA median; 50% at market							

Subsidy amounts for SHARP, \$8/Ch. 707, and Syndication proceeds represent the present value of a 15 year stream, discounted at 6.9%.

ZONING

ZONING

The development program for the SENHI parcels was shaped in large part by a nine month community process. Over fifteen meetings were held with South End residents and city representatives to gain community input on various program elements. In addition, the BRA and the Mayor's Office of Neighborhood Services received over 50 letters from South End residents and organizations including specific comments and suggestions to improve the initiative.

The major issues directly related to the financial feasibility study, and the general sense of those comments, are listed below.

- o Affordability - The preponderance of the comments received requested that a greater degree of affordability be established as the threshold requirement for the plan. Specifically, the majority of comments supported the requirement that one-third of the units produced be rented or sold to families with incomes at a below 50% of the SMSA median income; one-third at or below 80% of the SMSA median; and one-third at market levels.

A significant but lesser number of comments supported establishing a 35% limit on affordability. Recommendations were also made for 100%, and 50% affordability.
- o Gardens - Strong support was voiced for the community gardens. A number of statements were made in support of maintaining all existing community gardens. It was suggested that a committee of gardeners should plan the garden space at Parcel 6A as well as the current garden sites on other parcels.
- o Technical Assistance - Comments suggested that the BRA should provide technical assistance to promote the development of Single Room Occupancy (SRO) residences and cooperatives. Technical assistance should also be available to Community Development Corporations and non-profit organizations prior to the submission of proposals.
- o Preference - Comments supported establishing a preference for minority business enterprises, community development corporations and non-profit groups or joint ventures between these groups and private developers. Sentiment was also expressed in favor of South End developers with established track records. A significant number of comments contended that South End property owners should be treated the same as MBEs, CDCs and non-profits.
- o Zoning and Land Use - Consensus was reached on the proposal that current zoning requirements should govern all developments. Particular concern was raised about controlling density. The Washington Street parcels should be dedicated to housing use, with some retail and commercial use allowed provided that it is limited.

- o Parking - Comments were split on the issue of parking. Generally, those supporting the "Community Compromise" suggested a parking requirement of .7 spaces per unit. A significant number of comments supported maintaining existing zoning requirements for parking.

The community's comments indicate a clear view that all new development and rehabilitation should conform to existing zoning and should provide the necessary parking, open space, and the quality of design and materials that are typical of recent development projects in the South End. The community's planning guidelines regarding zoning, design, parking, and open space do have production cost implications. Since greater affordability can only be achieved by lowering production costs, these planning guidelines limit the field of cost factors that can be reduced to increase affordability. The proposed number of residential units for the SENHI parcels conform to the existing zoning code as delineated by the following density, open space, height, and parking requirements. The only variances from the Code which would be required by those scenarios would be for open space and yard requirements.

- o Density - To determine the number of units allowed on each SENHI parcel under existing zoning, the allowable gross square footage of building was determined using the floor to area ratios (FAR) set by the Boston Zoning Code. Since the parcels all fall into H-2 or H-3 zones, the buildable square footage is either 2 or 3 times the land area, respectively. This number was divided then by the number of floors assumed possible for each site. Where specific recommendations were not available, an assumption of four floors was used. This yielded the square footage of the building footprint. This number and the product of the number of required parking spaces times 180 square feet were subtracted from the total parcel area in the case of vacant parcels to determine the amount of residual open space. As long as the amount of open space was at least 25 percent of that required by the Zoning Code, the number of units assumed was not reduced on the assumption that less open space in the South End is both acceptable and appropriate from an urban design perspective. In all cases the guidelines assume only residential units, and no commercial space.
- o Height - The maximum height allowed for new construction in the South End is seventy (70) feet, and the minimum is thirty (30) feet. However, any new building must conform with the height and cornice line of adjacent buildings. Rehabilitation of existing buildings essentially must conform to the envelope of the existing building.
- o Parking - The basic parking requirement assumed for each parcel is .7 spaces per unit. For existing buildings, there is no parking requirement unless the proposed development varies from current use. For instance if more units than currently exist are proposed such as on Parcel SE-110 (the Allen House), then .5 parking spaces per unit would be required on every dwelling above the current number of units. However, in all cases the .7 spaces per unit is sufficient to meet current zoning requirements.

One exception to the methodology described above is the case of Parcels SE 59-66 where the methodology produced a density of 40 units, but staff architects advised that 30 units would be more realistic.

Community Gardens

Two community garden sites, Parcel 30 on Washington Street, known as the "gazebo site", and Parcel P-6A known as the East Berkeley Street Gardens, are retained as garden sites. In preparing the SENHI development program, these community gardens are assumed to remain on their existing sites, and no housing is assumed for either of these parcels. Parcel 30 the gazebo site contains approximately 12,000 square feet of garden space, and on Parcel P-6A, a minimum of 15,000 square feet of the 47,000 square feet will be maintained as a community garden.

Historic Preservation and Urban Design

The South End of Boston is the largest essentially intact Victorian rowhouse neighborhood in America. Its predominant residential building type is the four or five story red brick rowhouse with elevated basement and mansard roof. The most prevalent style is the bow front. Angled bays and flat fronts are also found along many streets. Characteristic architectural features include decorative entrance canopies and iron-work, elaborate cornices, and granite and brownstone trim.

The extraordinary degree of architectural homogeneity and coherence within the South End results primarily from the relatively short time span during which the area was developed. The majority of the land within the South End was created by filling mudflats and marshes to either side of a narrow neck along Washington Street which connected the colonial Boston settlement on the Shawmut peninsula to the mainland. Major boulevards with long vistas were laid out parallel to Washington Street. Cross streets which often focus on small squares created a more intimate scale. The harmonious South End streetscape was ensured by city stipulation of building setback, height and materials in the deeds which conveyed individual lots along the newly laid out streets.

The physical character of the South End provides its diverse residents with a unique urban living experience. The small squares and parks enhance the neighborhood feeling and the long avenues provide an environment for commercial activity nearby. The pattern of stoops and small yards further encourage neighborly communication.

The primary urban design objective is to create housing that reinforces the physical character and social diversity of the South End. Proposals will be reviewed for compatibility with existing use patterns and architecture in areas such as density, land coverage, height, materials, detailing, proportion and other elements that contribute to the distinctive historic character of the South End.

Many of the parcels offered for development are within either the South End Landmarks District or the adjacent South End Landmarks District Protection Area. Development proposals for new construction and rehabilitation of existing buildings within these areas must comply with the Standards and Criteria of the Boston Landmarks Commission for the District. For parcels located outside the boundaries of the Landmarks District, compliance with the Standards and Criteria is nevertheless strongly encouraged.

SENHI PARCEL PROFILES

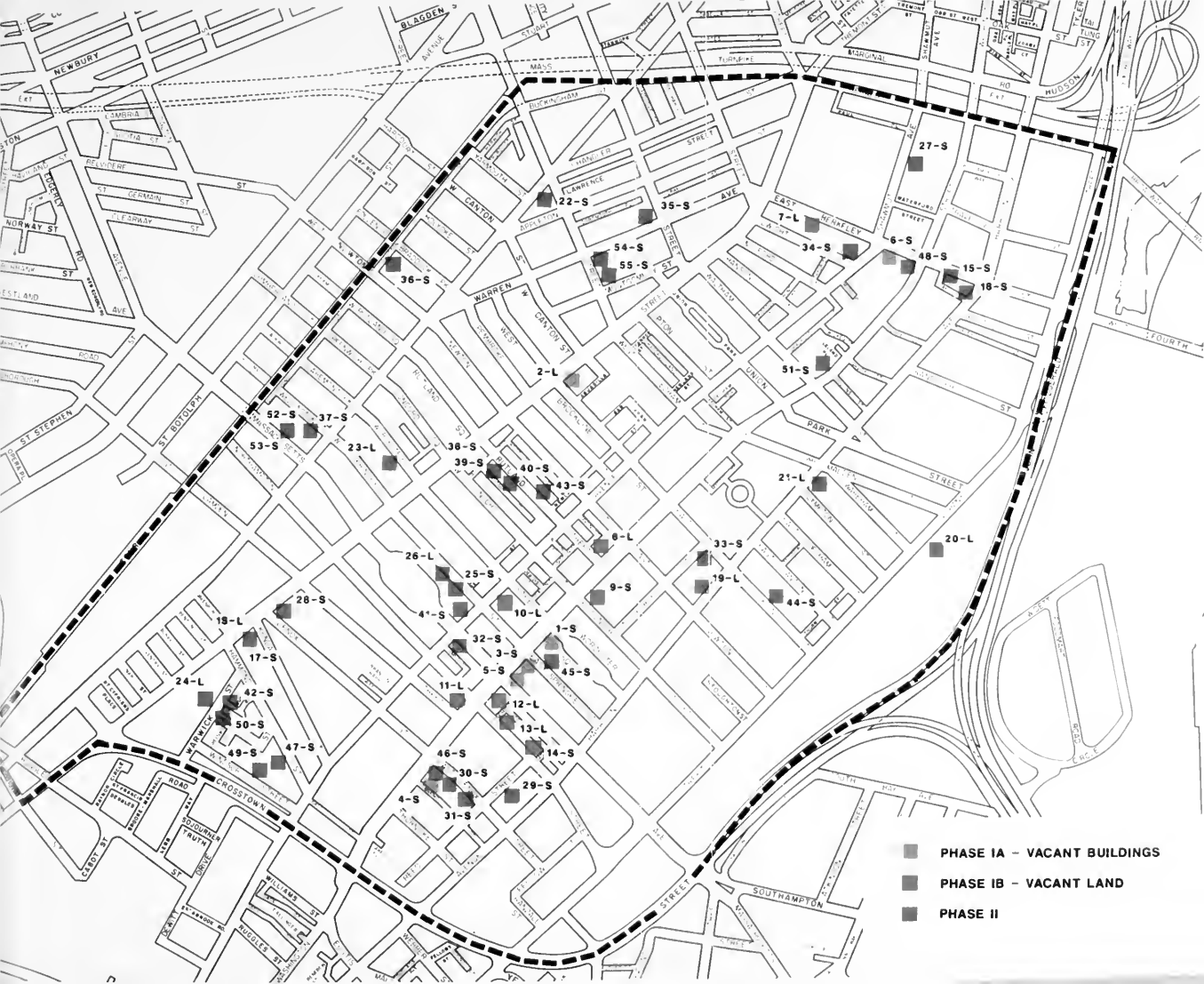
# Parcel Desc.	GSF*	FAR	No. Flrs.	No. Units	Parking Spaces	Parking S.F.	Required Open Space	Residual Open Space	Building Footprint
<u>Vacant Buildings</u>									
1. SE-110	8,800	2	3	9	6	-	-	-	-
2. SE-116	11,900	3	4	13	9	-	-	-	-
3. RR-121	6,000	2	3	6	4	-	-	-	-
4. SE-13	5,625	2	3	6	4	-	-	-	-
5. SE-72	14,300	2	4	15	11	-	-	-	-
6. SE-59-66	<u>38,108</u>	3	3	<u>30</u>	<u>22</u>	-	-	-	-
Sub Total	84,733			79	56	-	-	-	-

Vacant Lots

7. P-6a**	47,516								
8. 30**	12,000								
9. R11-C	7,947	2	4	16	11	1,980	2,400	1,994	3,974
10. RE-7B	44,920	2	3	89	62	11,160	13,350	3,813	29,947
11. 29-A	24,024	2	4	48	34	6,120	7,200	5,892	12,012
12. R-12A	23,905	2	3	48	34	6,120	7,200	1,848	15,937
13. R-12B	15,090	2	4	30	21	3,780	4,500	3,765	7,545
14. 33B	9,636	2	4	19	13	2,340	2,850	2,478	4,818
15. SE-98A	<u>1,075</u>	2	4	<u>2</u>	<u>1</u>	<u>180</u>	<u>300</u>	<u>358</u>	<u>538</u>
Sub Total	186,113			252	176	31,680	37,800	20,148	74,771

TOTAL	270,846			331	232	31,680	37,800	20,148	74,771
-------	---------	--	--	-----	-----	--------	--------	--------	--------

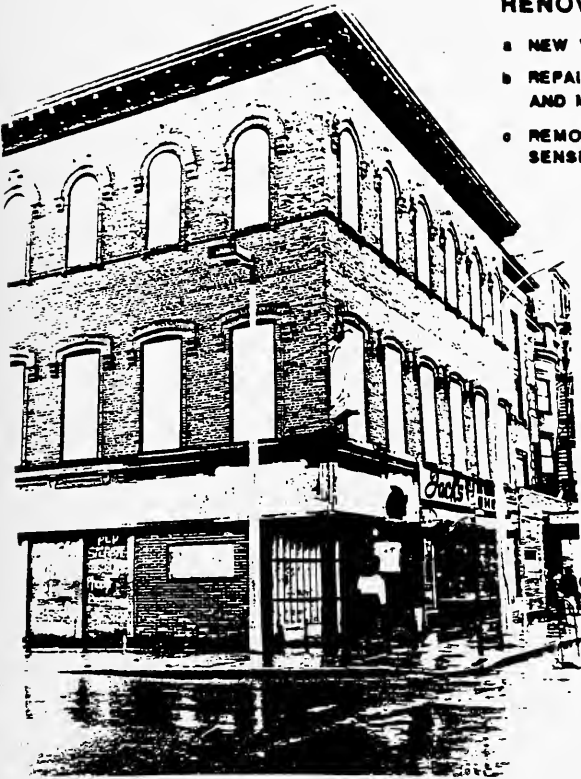
* GSF for vacant buildings = Gross Floor Area of existing structures; for vacant parcels = parcel size.
 ** Existing Garden Sites



- PHASE IA - VACANT BUILDINGS
- PHASE IB - VACANT LAND
- PHASE II

RENOVATION AND REHABILITATION

- a NEW WINDOWS RECONSTRUCTING HISTORIC APPEARANCE
- b REPAIR OF FACADE WITH SPECIAL EMPHASIS ON STONE AND MASONRY DETAILING
- c REMOVAL OF STOREFRONT AND SIGNAGE TREATMENT NOT SENSITIVE TO ORIGINAL VICTORIAN DESIGN



1789 WASHINGTON

NEW DEVELOPMENT

- 1 USE OF MANSARD TO REDUCE BUILDING SCALE (HEIGHT)
- 2 BRICK MASONRY PREDOMINANT MATERIAL OF THE SOUTH END
- 3 USE OF DETAILS, PRECAST LINTELS AND SILLS, SPECIAL MASONRY DETAILS, ORIALS AND BAYS TO DUPLICATE SOUTH END VERNACULAR
- 4 COMMERCIAL STOREFRONTS @ GRADE TO REINFORCE GROUND FLOOR RETAIL WHERE APPROPRIATE





NEW INFILL DEVELOPMENT

BUILDING HEIGHT

HEIGHT SHOULD BE CONSISTENT WITH ESTABLISHED CORNICE LINES AND MANSARDS.

STREET WALL

NEW DEVELOPMENT SHOULD FOLLOW THE EXISTING SETBACKS AND FRONTAGES.

FACADES

THE SCALE AND PROPORTION OF THE EXISTING BUILDINGS IS TO BE FOLLOWED. USE OF BAYS, MANSARDS, STOOPS, AND ENTRY STAIRS IS ENCOURAGED.

MATERIALS

MASONRY IS REQUIRED WITH THE USE OF PRECAST CONCRETE, CAST IRON AND WOOD TO ACCENT.

DETAILING

PRECAST LINTELS AND SILLS, BRICK BANDING AND ACCENTS AND CORNICES ARE REQUIRED TO ALLOW NEW DEVELOPMENT TO BE COMPATIBLE WITH EXISTING CHARACTER.

GAP ANALYSIS

GAP ANALYSIS
REHABILITATION- 79 SALES UNITS

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-115, RR-121, SE-12, SE-72, SE-59-66.

MKT	33.0%
MDC	33.0%
LOW	33.0%
NON PROFIT IF 1	0
BMR LAND IF 1	0
HDP IF 1	0
NO LAND COST IF 0	0
PTNSHP IF 1	0
NO EQUITY IF 1	0
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,296 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	52 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

NO. UNITS % AGE GSF NSF EFFICIENCY

MARKET RATE	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
1 BEDROOM UNITS	12	50%	772	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	25	100%	18,855	15,064	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	5	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	22	100%	30,610	24,166	80.0%
LOW INCOME					
2 BEDROOM UNITS	16	67%	1,065	852	80.0%
3 BEDROOM UNITS	6	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	22	100%	31,875	25,020	80.0%
GRAND TOTAL	79		85,340	62,273	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$875,000
MODERATE INCOME UNITS	\$10,000.00 /DU (FRV)	\$220,000
LOW INCOME UNITS	\$5,000.00 /DU (FRV)	\$110,000
TOTAL LAND COST		\$1,205,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC)		\$6,400,500
PROJECT-RELATED SOFT COSTS:		
A/E FEE	5.0% OF HC	\$320,025
LEGAL FEES	3.0% OF HC	\$192,015
ACCOUNTING FEES	0.4% OF HC	\$25,602
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$22,000
RE TAXES DURING CONSTRUCTION		\$51,856
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,000
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$103,607
CONSTRUCTION INTEREST	10.00% PER YEAR	\$270,646
TOTAL SOFT COSTS (SC)		\$1,483,885
TOTAL PROJECT COSTS		\$9,195,385
CONTINGENCY (% HARD COSTS)	10.0%	\$640,050
TOTAL DEVELOPMENT COST		\$9,835,435
EQUITY REQUIREMENT		\$1,475,315
TDC/GSF		\$115.25
TDC/1 BEDROOM UNIT		\$88,742
TDC/2 BEDROOM UNIT		\$122,741
TDC/3 BEDROOM UNIT		\$155,011

REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

I (a)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$3,148,860
LESS SALES EXPENSE	5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS		\$2,749,289
LESS RETURN ON SALES	15.0%	\$472,329
NET PROFIT (GAP) AFTER SALES	=====	(\$230,201)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	9.00%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$59,306	\$1,008,209
3 BEDROOM UNITS	EACH	\$64,016	\$576,145

GROSS MODERATE INCOME SALES PROCEEDS		\$1,584,354
LESS SALES EXPENSE	2.0%	\$31,687
LESS PRO RATA DEVELOPMENT COSTS		\$3,481,702
LESS RETURN ON SALES	15.0%	\$237,553
NET PROFIT (GAP) AFTER SALES	=====	(\$2,166,689)

SALES PRICE/NSF 2 BEDROOMS:	\$69.61
SALES PRICE/NSF 3 BEDROOMS:	\$59.49

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	9.00%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$37,067	\$667,197
3 BEDROOM UNITS	EACH	\$40,010	\$360,090

GROSS LOW INCOME SALES PROCEEDS		\$1,027,288
LESS SALES EXPENSE	2.0%	\$20,546
LESS PRO RATA DEVELOPMENT COSTS		\$3,504,444
LESS RETURN ON SALES	15.0%	\$154,093
NET PROFIT (GAP) AFTER SALES	=====	(\$2,751,795)

SALES PRICE/NSF 2 BEDROOMS:	\$43.51
SALES PRICE/NSF 3 BEDROOMS:	\$37.18

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES (\$230,201)

1 BEDROOM UNITS:	PER UNIT	(\$7,430)	(\$96,596)
2 BEDROOM UNITS:	PER UNIT	(\$10,277)	(\$133,604)

PROFIT (GAP) FROM MODERATE INCOME SALES (\$2,166,689)

2 BEDROOM UNITS:	PER UNIT	(\$76,383)	(\$1,298,507)
3 BEDROOM UNITS:	PER UNIT	(\$96,465)	(\$868,182)

PROFIT (GAP) FROM LOW INCOME SALES (\$2,751,795)

2 BEDROOM UNITS:	PER UNIT	(\$93,706)	(\$1,686,712)
3 BEDROOM UNITS:	PER UNIT	(\$118,343)	(\$1,065,083)

TOTAL PROFIT (GAP) AFTER SALES (\$5,148,684)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE
PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)
PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	0
BMR LAND IF 1	0
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	13	50%	770	615	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	23,855	19,084	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,210	24,168	80.0%
LOW INCOME					
2 BEDROOM UNITS	18	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	27	100%	31,275	25,020	80.0%
GRAND TOTAL	79		85,340	68,272	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$910,000
MODERATE INCOME UNITS	\$10,000.00 /DU (FRV)	\$260,000
LOW INCOME UNITS	\$5,000.00 /DU (FRV)	\$135,000
TOTAL LAND COST		\$1,305,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC)		\$6,400,500
PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$384,030
LEGAL FEES	3.0% OF HC	\$192,015
ACCOUNTING FEES	0.4% OF HC	\$25,602
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$51,858
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$103,607
CONSTRUCTION INTEREST	10.00% PER YEAR	\$370,648
TOTAL SOFT COSTS (SC)		\$1,489,885
TOTAL PROJECT COSTS		\$9,195,385
CONTINGENCY (% HARD COSTS)	10.0%	\$640,050
TOTAL DEVELOPMENT COST		\$9,835,435
EQUITY REQUIREMENT		\$1,475,315
TDC/GSF		\$115.25
TDC/1 BEDROOM UNIT		\$88,742
TDC/2 BEDROOM UNIT		\$122,741
TDC/3 BEDROOM UNIT		\$155,011

REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

I (b)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$3,148,860
LESS SALES EXPENSE	5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS		\$2,749,289
LESS RETURN ON SALES	15.0%	\$472,329
NET PROFIT (GAP) AFTER SALES =====>		(\$230,201)

MODERATE INCOME SALES (80% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,428,749
3 BEDROOM UNITS	EACH	\$90,718	\$816,462

GROSS MODERATE INCOME SALES PROCEEDS		\$2,245,213
LESS SALES EXPENSE	2.0%	\$44,904
LESS PRO RATA DEVELOPMENT COSTS		\$3,481,702
LESS RETURN ON SALES	15.0%	\$336,782
NET PROFIT (GAP) AFTER SALES =====>		(\$1,618,176)

SALES PRICE/NSF 2 BEDROOMS:	\$98.64
SALES PRICE/NSF 3 BEDROOMS:	\$84.31

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,699	\$510,290

GROSS LOW INCOME SALES PROCEEDS		\$1,455,785
LESS SALES EXPENSE	2.0%	\$29,116
LESS PRO RATA DEVELOPMENT COSTS		\$3,604,444
LESS RETURN ON SALES	15.0%	\$218,368
NET PROFIT (GAP) AFTER SALES =====>		(\$2,396,142)

SALES PRICE/NSF 2 BEDROOMS:	\$61.65
SALES PRICE/NSF 3 BEDROOMS:	\$52.69

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES (\$230,201)

1 BEDROOM UNITS:	PER UNIT	(\$7,430)	(\$96,596)
2 BEDROOM UNITS:	PER UNIT	(\$10,277)	(\$133,604)

PROFIT (GAP) FROM MODERATE INCOME SALES (\$1,618,176)

2 BEDROOM UNITS:	PER UNIT	(\$57,046)	(\$963,781)
3 BEDROOM UNITS:	PER UNIT	(\$72,044)	(\$648,395)

PROFIT (GAP) FROM LOW INCOME SALES (\$2,396,142)

2 BEDROOM UNITS:	PER UNIT	(\$81,595)	(\$1,468,714)
3 BEDROOM UNITS:	PER UNIT	(\$103,048)	(\$927,428)

TOTAL PROFIT (GAP) AFTER SALES =====> (\$4,244,519)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)
 PARCEL DESCRIPTION: SE-110, SE-116, RA-121, SE-13, SE-72, SE-59-66.

I (c)

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	0
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	13	50%	770	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	23,855	19,084	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,210	24,168	80.0%
LOW INCOME					
2 BEDROOM UNITS	18	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	27	100%	31,275	25,020	80.0%
GRAND TOTAL	79		85,340	68,272	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$910,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
TOTAL LAND COST -----)		\$910,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC) -----)		\$6,400,500
PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$384,030
LEGAL FEES	3.0% OF HC	\$192,015
ACCOUNTING FEES	0.4% OF HC	\$25,602
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREASURER FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$49,200
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$98,883
CONSTRUCTION INTEREST	10.00% PER YEAR	\$353,748
TOTAL SOFT COSTS (SC) -----)		\$1,465,602
TOTAL PROJECT COSTS		\$8,776,102
CONTINGENCY (% HARD COSTS)	10.0%	\$640,050
TOTAL DEVELOPMENT COST =====)		\$9,416,152
EQUITY REQUIREMENT		\$1,412,423
TDC/GSF		\$110.34
TDC/1 BEDROOM UNIT		\$84,959
TDC/2 BEDROOM UNIT		\$117,509
TDC/3 BEDROOM UNIT		\$148,403

REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

I (c)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$3,148,860
LESS SALES EXPENSE	5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS		\$2,632,087
LESS RETURN ON SALES	15.0%	\$472,329
NET PROFIT (GAP) AFTER SALES	=====)	(\$112,999)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,428,749
3 BEDROOM UNITS	EACH	\$90,718	\$816,463

GROSS MODERATE INCOME SALES PROCEEDS		\$2,245,213
LESS SALES EXPENSE	2.0%	\$44,904
LESS PRO RATA DEVELOPMENT COSTS		\$3,333,278
LESS RETURN ON SALES	15.0%	\$336,782
NET PROFIT (GAP) AFTER SALES	=====)	(\$1,463,752)

SALES PRICE/NSF 2 BEDROOMS: \$98.64
 SALES PRICE/NSF 3 BEDROOMS: \$84.31

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,639	\$510,290

GROSS LOW INCOME SALES PROCEEDS		\$1,455,785
LESS SALES EXPENSE	2.0%	\$29,116
LESS PRO RATA DEVELOPMENT COSTS		\$3,450,787
LESS RETURN ON SALES	15.0%	\$218,368
NET PROFIT (GAP) AFTER SALES	=====)	(\$2,242,485)

SALES PRICE/NSF 2 BEDROOMS: \$61.65
 SALES PRICE/NSF 3 BEDROOMS: \$52.69

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			(\$112,999)
1 BEDROOM UNITS:	PER UNIT	(\$3,647)	(\$47,416)
2 BEDROOM UNITS:	PER UNIT	(\$5,045)	(\$63,583)
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,463,752)
2 BEDROOM UNITS:	PER UNIT	(\$51,813)	(\$880,829)
3 BEDROOM UNITS:	PER UNIT	(\$65,436)	(\$588,922)
PROFIT (GAP) FROM LOW INCOME SALES			(\$2,242,485)
2 BEDROOM UNITS:	PER UNIT	(\$76,363)	(\$1,374,530)
3 BEDROOM UNITS:	PER UNIT	(\$96,439)	(\$867,955)
TOTAL PROFIT (GAP) AFTER SALES	-----)		(\$3,825,236)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

I (d)

MKT	65.0%
MOD	17.5%
LOW	17.5%
NON PROFIT IF 1	0
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	79,265 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	65.0%	(NO INCOME LIMIT)
MODERATE INCOME	17.5%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	17.5%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	26	50%	770	616	80.0%
2 BEDROOM UNITS	25	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	51	100%	46,645	37,316	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	9	67%	1,065	852	80.0%
3 BEDROOM UNITS	5	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	14	100%	16,310	13,048	80.0%
LOW INCOME					
2 BEDROOM UNITS	9	67%	1,065	852	80.0%
3 BEDROOM UNITS	5	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	14	100%	16,310	13,048	80.0%
GRAND TOTAL	79		79,265	63,412	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$1,785,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
TOTAL LAND COST		\$1,785,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$5,944,875
TOTAL HARD COSTS (HC)		\$5,944,875
PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$356,693
LEGAL FEES	3.0% OF HC	\$178,346
ACCOUNTING FEES	0.4% OF HC	\$23,780
DEVELOPER'S FEE	4.0% OF HC	\$237,795
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$14,000
RE TAXES DURING CONSTRUCTION		\$52,022
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$59,449
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$217,150
CONSTRUCTION INTEREST	10.00% PER YEAR	\$369,009
TOTAL SOFT COSTS (SC)		\$1,538,843
TOTAL PROJECT COSTS		\$9,268,718
CONTINGENCY (% HARD COSTS)	10.0%	\$594,488
TOTAL DEVELOPMENT COST		\$9,863,206
EQUITY REQUIREMENT		\$1,479,481
TDC/GSF		\$124.43
TDC/1 BEDROOM UNIT		\$95,814
TDC/2 BEDROOM UNIT		\$132,521
TDC/3 BEDROOM UNIT		\$167,363

REHABILITATION ANALYSIS	PERCENT MARKET RATE:	65.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	17.5%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	17.5%

I (d)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$2,642,640
2 BEDROOM UNITS	EACH	\$140,580	\$3,514,500

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$6,157,140
LESS SALES EXPENSE	5.0%	\$307,857
LESS PRO RATA DEVELOPMENT COSTS		\$5,804,191
LESS RETURN ON SALES	15.0%	\$923,571
NET PROFIT (GAP) AFTER SALES	=====	(\$878,479)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$756,397
3 BEDROOM UNITS	EACH	\$90,718	\$453,591

GROSS MODERATE INCOME SALES PROCEEDS		\$1,209,987
LESS SALES EXPENSE	2.0%	\$24,200
LESS PRO RATA DEVELOPMENT COSTS		\$2,029,507
LESS RETURN ON SALES	15.0%	\$181,498
NET PROFIT (GAP) AFTER SALES	=====	(\$1,025,218)

SALES PRICE/NSF 2 BEDROOMS:	\$98.64
SALES PRICE/NSF 3 BEDROOMS:	\$84.31

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$472,748
3 BEDROOM UNITS	EACH	\$56,699	\$283,494

GROSS LOW INCOME SALES PROCEEDS		\$756,242
LESS SALES EXPENSE	2.0%	\$15,125
LESS PRO RATA DEVELOPMENT COSTS		\$2,029,507
LESS RETURN ON SALES	15.0%	\$113,436
NET PROFIT (GAP) AFTER SALES	=====	(\$1,401,826)

SALES PRICE/NSF 2 BEDROOMS:	\$61.65
SALES PRICE/NSF 3 BEDROOMS:	\$52.69

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES (\$878,479)

1 BEDROOM UNITS:	PER UNIT	(\$14,502)	(\$377,043)
2 BEDROOM UNITS:	PER UNIT	(\$20,057)	(\$501,437)

PROFIT (GAP) FROM MODERATE INCOME SALES (\$1,025,218)

2 BEDROOM UNITS:	PER UNIT	(\$66,944)	(\$602,496)
3 BEDROOM UNITS:	PER UNIT	(\$84,544)	(\$422,722)

PROFIT (GAP) FROM LOW INCOME SALES (\$1,401,826)

2 BEDROOM UNITS:	PER UNIT	(\$91,536)	(\$823,820)
3 BEDROOM UNITS:	PER UNIT	(\$115,601)	(\$578,006)

TOTAL PROFIT (GAP) AFTER SALES (\$3,305,523)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	82,155 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	15% OF TDC

I (e)

MKT	50.0%
MOD	25.0%
LOW	25.0%
NON PROFIT IF 1	0
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

UNIT MIX:

MARKET RATE	50.0%	(NO INCOME LIMIT)
MODERATE INCOME	25.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	25.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	20	50%	770	616	80.0%
2 BEDROOM UNITS	19	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	39	100%	35,635	28,508	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	13	67%	1,065	852	80.0%
3 BEDROOM UNITS	7	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	20	100%	23,260	18,608	80.0%
LOW INCOME					
2 BEDROOM UNITS	13	67%	1,065	852	80.0%
3 BEDROOM UNITS	7	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	20	100%	23,260	18,608	80.0%
GRAND TOTAL	79		82,155	65,724	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$1,365,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
TOTAL LAND COST		\$1,365,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,161,625
TOTAL HARD COSTS (HC)		\$6,161,625
PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$369,638
LEGAL FEES	3.0% OF HC	\$184,849
ACCOUNTING FEES	0.4% OF HC	\$24,647
DEVELOPER'S FEE	4.0% OF HC	\$246,465
TREASOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$20,000
RE TAXES DURING CONSTRUCTION		\$50,654
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$61,616
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$23,400
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$156,840
CONSTRUCTION INTEREST	10.00% PER YEAR	\$361,588
TOTAL SOFT COSTS (SC)		\$1,499,756
TOTAL PROJECT COSTS		\$9,026,381
CONTINGENCY (% HARD COSTS)	10.0%	\$616,163
TOTAL DEVELOPMENT COST		\$9,642,544
EQUITY REQUIREMENT		\$1,446,382
TDC/GSF		\$117.37
TDC/1 BEDROOM UNIT		\$90,375
TDC/2 BEDROOM UNIT		\$124,999
TDC/3 BEDROOM UNIT		\$157,863

REHABILITATION ANALYSIS	PERCENT MARKET RATE:	50.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	25.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	25.0%

I (e)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$2,032,800
2 BEDROOM UNITS	EACH	\$140,580	\$2,671,020
<hr/>			
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$4,703,820
LESS SALES EXPENSE	5.0%		\$235,191
LESS PRO RATA DEVELOPMENT COSTS			\$4,182,485
LESS RETURN ON SALES	15.0%		\$705,573
NET PROFIT (GAP) AFTER SALES	=====		(\$419,429)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,092,573
3 BEDROOM UNITS	EACH	\$90,718	\$635,027
<hr/>			
GROSS MODERATE INCOME SALES PROCEEDS			\$1,727,600
LESS SALES EXPENSE	2.0%		\$34,552
LESS PRO RATA DEVELOPMENT COSTS			\$2,730,029
LESS RETURN ON SALES	15.0%		\$259,140
NET PROFIT (GAP) AFTER SALES	=====		(\$1,296,121)
SALES PRICE/NSF 2 BEDROOMS:	\$98.64		
SALES PRICE/NSF 3 BEDROOMS:	\$84.31		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$682,858
3 BEDROOM UNITS	EACH	\$56,699	\$396,892
<hr/>			
GROSS LOW INCOME SALES PROCEEDS			\$1,079,750
LESS SALES EXPENSE	2.0%		\$21,535
LESS PRO RATA DEVELOPMENT COSTS			\$2,730,029
LESS RETURN ON SALES	15.0%		\$161,963
NET PROFIT (GAP) AFTER SALES	=====		(\$1,833,837)
SALES PRICE/NSF 2 BEDROOMS:	\$61.65		
SALES PRICE/NSF 3 BEDROOMS:	\$52.69		

GAP ANALYSIS:			
PROFIT (GAP) FROM MARKET RATE SALES			(\$419,429)
1 BEDROOM UNITS:	PER UNIT	(\$9,063)	(\$181,260)
2 BEDROOM UNITS:	PER UNIT	(\$12,535)	(\$238,169)
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,296,121)
2 BEDROOM UNITS:	PER UNIT	(\$59,345)	(\$771,488)
3 BEDROOM UNITS:	PER UNIT	(\$74,948)	(\$524,634)
PROFIT (GAP) FROM LOW INCOME SALES			(\$1,833,837)
2 BEDROOM UNITS:	PER UNIT	(\$83,965)	(\$1,091,551)
3 BEDROOM UNITS:	PER UNIT	(\$106,041)	(\$742,286)
<hr/>			
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$3,549,387)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)
 PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

II (a)

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	5% OF TDC

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	1
BAR LAND IF 1	0
HOP IF 1	0
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	13	50%	770	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	23,855	19,084	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,210	24,168	80.0%
LOW INCOME					
2 BEDROOM UNITS	18	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	27	100%	31,275	25,020	80.0%
GRAND TOTAL	79		85,340	68,272	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000.00 /DU (FRV)	\$910,000
MODERATE INCOME UNITS	\$10,000.00 /DU (FRV)	\$260,000
LOW INCOME UNITS	\$5,000.00 /DU (FRV)	\$135,000

TOTAL LAND COST -----) \$1,305,000

HARD COSTS:
 RESIDENTIAL CONSTRUCTION \$75 PER GSF \$6,400,500

TOTAL HARD COSTS (HC) -----) \$6,400,500

PROJECT-RELATED SOFT COSTS:

A/E FEE	4.0% OF HC	\$256,020
LEGAL FEES	1.5% OF HC	\$96,008
ACCOUNTING FEES	0.2% OF HC	\$12,801
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREASURY FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$51,858
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0

CONDO CARRYING COSTS (MKT UNITS) 10.00% PER YEAR \$112,652
 CONSTRUCTION INTEREST 10.00% PER YEAR \$403,005

TOTAL SOFT COSTS (SC) -----) \$1,294,468

TOTAL PROJECT COSTS \$8,999,968

CONTINGENCY (% HARD COSTS) 10.0% \$640,050

TOTAL DEVELOPMENT COST =====) \$9,640,018

EQUITY REQUIREMENT \$482,001

TDC/GSF \$112.96

TDC/1 BEDROOM UNIT	\$86,979
TDC/2 BEDROOM UNIT	\$120,303
TDC/3 BEDROOM UNIT	\$151,931

REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

II (a)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,840	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$3,148,860
LESS SALES EXPENSE	5.0%		\$157,443
LESS PRO RATA DEVELOPMENT COSTS			\$2,694,664
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		\$296,753

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	9.00%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$59,306	\$1,008,209
3 BEDROOM UNITS	EACH	\$64,015	\$575,145
GROSS MODERATE INCOME SALES PROCEEDS			\$1,584,354
LESS SALES EXPENSE	2.0%		\$31,887
LESS PRO RATA DEVELOPMENT COSTS			\$3,412,526
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,959,859)
SALES PRICE/NSF 2 BEDROOMS:	\$69.61		
SALES PRICE/NSF 3 BEDROOMS:	\$53.49		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	9.00%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$37,067	\$667,197
3 BEDROOM UNITS	EACH	\$40,010	\$360,090
GROSS LOW INCOME SALES PROCEEDS			\$1,027,298
LESS SALES EXPENSE	2.0%		\$20,546
LESS PRO RATA DEVELOPMENT COSTS			\$3,536,828
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$2,526,086)
SALES PRICE/NSF 2 BEDROOMS:	\$43.51		
SALES PRICE/NSF 3 BEDROOMS:	\$37.18		

GAP ANALYSIS:			
PROFIT (GAP) FROM MARKET RATE SALES			\$296,753
1 BEDROOM UNITS:	PER UNIT	\$9,579	\$124,523
2 BEDROOM UNITS:	PER UNIT	\$13,248	\$172,230
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,859,859)
2 BEDROOM UNITS:	PER UNIT	(\$65,566)	(\$1,114,622)
3 BEDROOM UNITS:	PER UNIT	(\$82,804)	(\$745,236)
PROFIT (GAP) FROM LOW INCOME SALES			(\$2,526,086)
2 BEDROOM UNITS:	PER UNIT	(\$86,020)	(\$1,548,364)
3 BEDROOM UNITS:	PER UNIT	(\$108,636)	(\$977,723)
TOTAL PROFIT (GAP) AFTER SALES	=====		(\$4,089,192)



SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

II (b)

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	1
SMR LAND IF 1	0
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSH IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION: NO. UNITS % AGE GSF NSF EFFICIENCY

MARKET RATE					
1 BEDROOM UNITS	13	50%	770	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	23,855	19,084	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,210	24,168	80.0%
LOW INCOME					
2 BEDROOM UNITS	18	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	27	100%	31,275	25,020	80.0%
GRAND TOTAL	79		85,340	68,272	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000.00 /DU (FRV)	\$910,000
MODERATE INCOME UNITS	\$10,000.00 /DU (FRV)	\$260,000
LOW INCOME UNITS	\$5,000.00 /DU (FRV)	\$135,000
TOTAL LAND COST	----->	\$1,305,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC)	----->	\$6,400,500
PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$256,020
LEGAL FEES	1.5% OF HC	\$96,008
ACCOUNTING FEES	0.2% OF HC	\$12,801
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREASORER FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$51,858
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$112,652
CONSTRUCTION INTEREST	10.00% PER YEAR	\$403,005
TOTAL SOFT COSTS (SC)	----->	\$1,294,468
TOTAL PROJECT COSTS		\$8,999,968
CONTINGENCY (% HARD COSTS)	10.0%	\$640,050
TOTAL DEVELOPMENT COST	=====)	\$9,640,018
EQUITY REQUIREMENT		\$482,001
TDC/GSF		\$112.96
TDC/1 BEDROOM UNIT		\$86,979
TDC/2 BEDROOM UNIT		\$120,303
TDC/3 BEDROOM UNIT		\$151,931

REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

II (b)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$3,148,860
LESS SALES EXPENSE		5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS			\$2,694,664
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		\$296,753

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,426,749
3 BEDROOM UNITS	EACH	\$90,713	\$812,463
GROSS MODERATE INCOME SALES PROCEEDS			\$2,245,213
LESS SALES EXPENSE		2.0%	\$44,904
LESS PRO RATA DEVELOPMENT COSTS			\$3,412,525
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,212,217)

SALES PRICE/NSF 2 BEDROOMS:	\$98.64
SALES PRICE/NSF 3 BEDROOMS:	\$84.31

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,699	\$510,290
GROSS LOW INCOME SALES PROCEEDS			\$1,455,785
LESS SALES EXPENSE		2.0%	\$29,116
LESS PRO RATA DEVELOPMENT COSTS			\$3,532,828
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$2,106,158)

SALES PRICE/NSF 2 BEDROOMS:	\$61.65
SALES PRICE/NSF 3 BEDROOMS:	\$52.69

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$296,753
1 BEDROOM UNITS:	PER UNIT	\$9,579	\$124,523
2 BEDROOM UNITS:	PER UNIT	\$13,248	\$172,230
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,212,217)
2 BEDROOM UNITS:	PER UNIT	(\$42,735)	(\$726,488)
3 BEDROOM UNITS:	PER UNIT	(\$53,970)	(\$485,730)
PROFIT (GAP) FROM LOW INCOME SALES			(\$2,106,158)
2 BEDROOM UNITS:	PER UNIT	(\$71,721)	(\$1,290,969)
3 BEDROOM UNITS:	PER UNIT	(\$90,577)	(\$815,189)
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$3,021,623)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

II (c)

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	1
BMR LAND IF 1	1
HDP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	13	50%	770	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	23,855	19,084	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,210	24,168	80.0%
LOW INCOME					
2 BEDROOM UNITS	18	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	27	100%	31,275	25,020	80.0%
GRAND TOTAL	79		85,340	68,272	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$310,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
TOTAL LAND COST		\$310,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC)		\$6,400,500
PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$256,020
LEGAL FEES	1.5% OF HC	\$96,008
ACCOUNTING FEES	0.2% OF HC	\$12,801
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREASURER FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$49,200
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$107,372
CONSTRUCTION INTEREST	10.00% PER YEAR	\$384,116
TOTAL SOFT COSTS (SC)		\$1,267,641
TOTAL PROJECT COSTS		\$8,578,141
CONTINGENCY (% HARD COSTS)	10.0%	\$640,050
TOTAL DEVELOPMENT COST		\$9,218,191
EQUITY REQUIREMENT		\$460,910
TDC/GSF		\$108.02
TDC/1 BEDROOM UNIT		\$83,173
TDC/2 BEDROOM UNIT		\$115,038
TDC/3 BEDROOM UNIT		\$145,283

REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

II (c)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$3,148,860
LESS SALES EXPENSE		5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS			\$2,576,751
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		\$414,666

MODERATE INCOME SALES (80% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,672	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,428,749
3 BEDROOM UNITS	EACH	\$90,718	\$816,463
GROSS MODERATE INCOME SALES PROCEEDS			\$2,245,213
LESS SALES EXPENSE		2.0%	\$44,904
LESS PRO RATA DEVELOPMENT COSTS			\$3,263,201
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,062,892)
SALES PRICE/NSF 2 BEDROOMS:	\$98.64		
SALES PRICE/NSF 3 BEDROOMS:	\$84.31		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,699	\$510,290
GROSS LOW INCOME SALES PROCEEDS			\$1,455,785
LESS SALES EXPENSE		2.0%	\$29,115
LESS PRO RATA DEVELOPMENT COSTS			\$3,378,239
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,951,569)
SALES PRICE/NSF 2 BEDROOMS:	\$61.65		
SALES PRICE/NSF 3 BEDROOMS:	\$52.69		

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$414,666
1 BEDROOM UNITS:	PER UNIT	\$13,385	\$174,001
2 BEDROOM UNITS:	PER UNIT	\$18,513	\$240,664
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,062,892)
2 BEDROOM UNITS:	PER UNIT	(\$37,470)	(\$636,997)
3 BEDROOM UNITS:	PER UNIT	(\$47,322)	(\$425,896)
PROFIT (GAP) FROM LOW INCOME SALES			(\$1,951,569)
2 BEDROOM UNITS:	PER UNIT	(\$66,456)	(\$1,196,214)
3 BEDROOM UNITS:	PER UNIT	(\$83,328)	(\$755,356)
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$2,599,796)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

MKT	65.0%
MOD	17.5%
LOW	17.5%
NON PROFIT IF 1	1
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	79,265 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	65.0%	(NO INCOME LIMIT)
MODERATE INCOME	17.5%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	17.5%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	26	50%	770	616	80.0%
2 BEDROOM UNITS	25	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	51	100%	46,645	37,316	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	9	67%	1,065	852	80.0%
3 BEDROOM UNITS	5	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	14	100%	16,310	13,048	80.0%
LOW INCOME					
2 BEDROOM UNITS	9	67%	1,065	852	80.0%
3 BEDROOM UNITS	5	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	14	100%	16,310	13,048	80.0%
GRAND TOTAL	79		79,265	63,412	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$1,785,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
TOTAL LAND COST		\$1,785,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$5,944,875
TOTAL HARD COSTS (HC)		\$5,944,875
PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$237,795
LEGAL FEES	1.5% OF HC	\$89,173
ACCOUNTING FEES	0.2% OF HC	\$11,890
DEVELOPER'S FEE	4.0% OF HC	\$237,795
TREASOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$14,000
RE TAXES DURING CONSTRUCTION		\$52,022
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$59,449
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$236,549
CONSTRUCTION INTEREST	10.00% PER YEAR	\$401,973
TOTAL SOFT COSTS (SC)		\$1,371,246
TOTAL PROJECT COSTS		\$9,101,121
CONTINGENCY (% HARD COSTS)	10.0%	\$594,488
TOTAL DEVELOPMENT COST		\$9,695,609
EQUITY REQUIREMENT		\$484,780
TDC/GSF		\$122.32
TDC/1 BEDROOM UNIT		\$94,186
TDC/2 BEDROOM UNIT		\$130,270
TDC/3 BEDROOM UNIT		\$164,519

REHABILITATION ANALYSIS	PERCENT MARKET RATE:	65.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	17.5%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	17.5%

II(d)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$2,642,640
2 BEDROOM UNITS	EACH	\$140,580	\$3,514,500
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$6,157,140
LESS SALES EXPENSE	5.0%		\$307,857
LESS PRO RATA DEVELOPMENT COSTS			\$5,705,566
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		\$143,717

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$756,397
3 BEDROOM UNITS	EACH	\$90,718	\$453,591
GROSS MODERATE INCOME SALES PROCEEDS			\$1,209,987
LESS SALES EXPENSE	2.0%		\$24,200
LESS PRO RATA DEVELOPMENT COSTS			\$1,395,021
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$809,234)
SALES PRICE/NSF 2 BEDROOMS:	\$98.64		
SALES PRICE/NSF 3 BEDROOMS:	\$84.31		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$472,748
3 BEDROOM UNITS	EACH	\$56,699	\$283,494
GROSS LOW INCOME SALES PROCEEDS			\$756,242
LESS SALES EXPENSE	2.0%		\$15,125
LESS PRO RATA DEVELOPMENT COSTS			\$1,995,021
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,253,904)
SALES PRICE/NSF 2 BEDROOMS:	\$61.65		
SALES PRICE/NSF 3 BEDROOMS:	\$52.69		

GAP ANALYSIS:			
PROFIT (GAP) FROM MARKET RATE SALES			\$143,717
1 BEDROOM UNITS:	PER UNIT	\$2,372	\$61,683
2 BEDROOM UNITS:	PER UNIT	\$3,281	\$82,034
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$809,234)
2 BEDROOM UNITS:	PER UNIT	(\$82,841)	(\$475,567)
3 BEDROOM UNITS:	PER UNIT	(\$66,733)	(\$333,666)
PROFIT (GAP) FROM LOW INCOME SALES			(\$1,253,904)
2 BEDROOM UNITS:	PER UNIT	(\$81,877)	(\$736,890)
3 BEDROOM UNITS:	PER UNIT	(\$103,403)	(\$517,014)
TOTAL PROFIT (GAP) AFTER SALES			-----) (\$1,913,421)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE
 PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)
 PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

MKT	50.0%
MOD	25.0%
LOW	25.0%
NON PROFIT IF 1	1
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	82,155 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	50.0%	(NO INCOME LIMIT)
MODERATE INCOME	25.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	25.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	20	50%	770	616	80.0%
2 BEDROOM UNITS	19	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	39	100%	35,635	28,508	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	13	67%	1,065	852	80.0%
3 BEDROOM UNITS	7	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	20	100%	23,260	18,608	80.0%
LOW INCOME					
2 BEDROOM UNITS	13	67%	1,065	852	80.0%
3 BEDROOM UNITS	7	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	20	100%	23,260	18,608	80.0%
GRAND TOTAL	79		82,155	65,724	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$1,365,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
TOTAL LAND COST		\$1,365,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,161,625
TOTAL HARD COSTS (HC)		\$6,161,625
PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$246,465
LEGAL FEES	1.5% OF HC	\$92,424
ACCOUNTING FEES	0.2% OF HC	\$12,323
DEVELOPER'S FEE	4.0% OF HC	\$246,465
TREASURER FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$20,000
RE TAXES DURING CONSTRUCTION		\$50,654
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$61,616
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$23,400
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$170,595
CONSTRUCTION INTEREST	10.00% PER YEAR	\$393,299
TOTAL SOFT COSTS (SC)		\$1,317,241
TOTAL PROJECT COSTS		\$8,843,866
CONTINGENCY (% HARD COSTS)	10.0%	\$616,163
TOTAL DEVELOPMENT COST		\$9,460,029
EQUITY REQUIREMENT		\$473,001
TDC/GSF		\$115.15
TDC/1 BEDROOM UNIT		\$88,664
TDC/2 BEDROOM UNIT		\$122,633
TDC/3 BEDROOM UNIT		\$154,875

REHABILITATION ANALYSIS	PERCENT MARKET RATE:	50.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	25.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	25.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$2,032,800
2 BEDROOM UNITS	EACH	\$140,580	\$2,671,020
<hr/>			
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$4,703,820
LESS SALES EXPENSE	5.0%		\$235,191
LESS PRO RATA DEVELOPMENT COSTS			\$4,103,318
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		\$365,311

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,092,573
3 BEDROOM UNITS	EACH	\$90,718	\$625,027
<hr/>			
GROSS MODERATE INCOME SALES PROCEEDS			\$1,727,600
LESS SALES EXPENSE	2.0%		\$34,552
LESS PRO RATA DEVELOPMENT COSTS			\$2,678,355
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$985,307)
SALES PRICE/NSF 2 BEDROOMS:	\$98.64		
SALES PRICE/NSF 3 BEDROOMS:	\$84.31		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$682,858
3 BEDROOM UNITS	EACH	\$56,639	\$396,892
<hr/>			
GROSS LOW INCOME SALES PROCEEDS			\$1,079,750
LESS SALES EXPENSE	2.0%		\$21,595
LESS PRO RATA DEVELOPMENT COSTS			\$2,678,355
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,620,200)
SALES PRICE/NSF 2 BEDROOMS:	\$61.65		
SALES PRICE/NSF 3 BEDROOMS:	\$52.69		

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$365,311
1 BEDROOM UNITS:	PER UNIT	\$7,894	\$157,872
2 BEDROOM UNITS:	PER UNIT	\$10,918	\$207,438
<hr/>			
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$985,307)
2 BEDROOM UNITS:	PER UNIT	(\$45,114)	(\$586,482)
3 BEDROOM UNITS:	PER UNIT	(\$56,975)	(\$398,825)
<hr/>			
PROFIT (GAP) FROM LOW INCOME SALES			(\$1,620,200)
2 BEDROOM UNITS:	PER UNIT	(\$74,184)	(\$964,388)
3 BEDROOM UNITS:	PER UNIT	(\$93,687)	(\$655,812)
<hr/>			
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$2,240,197)

GAP ANALYSIS

NEW CONSTRUCTION - 152 SALES UNITS

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE Ia	33.0%
MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	0
BMR LAND IF 1	0
HOP IF 1	0
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING SIZE	152,285
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	51	100%	43,200	36,720	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,920	45,832	85.0%
LOW INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
GRAND TOTAL	152		152,285	129,442	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$10,000 /DU (FRV)	\$500,000
LOW INCOME UNITS	\$5,000 /DU (FRV)	\$255,000
TOTAL LAND COST -----)		\$2,030,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC) -----)		\$13,705,650
PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$822,339
LEGAL FEES	3.0% OF HC	\$411,170
ACCOUNTING FEES	0.4% OF HC	\$54,823
DEVELOPER'S FEE	4.0% OF HC	\$548,226
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$105,901
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$127,057
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$215,763
CONSTRUCTION INTEREST	10.00% PER YEAR	\$760,591
TOTAL SOFT COSTS (SC) -----)		\$3,136,969
TOTAL PROJECT COSTS		\$18,872,619
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST =====)		\$19,557,902
EQUITY REQUIREMENT		\$2,933,685
TDC/GSF		\$128.43
TDC/1 BEDROOM UNIT		\$89,901
TDC/2 BEDROOM UNIT		\$128,430
TDC/3 BEDROOM UNIT		\$159,895

NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$6,058,800
LESS SALES EXPENSE	5.0%	\$302,940
LESS PRO RATA DEVELOPMENT COSTS		\$5,548,159
LESS RETURN ON SALES	15.0%	\$908,820
NET PROFIT (GAP) AFTER SALES =====>		(\$701,119)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	3.00%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$59,306	\$2,016,419
3 BEDROOM UNITS	EACH	\$64,016	\$1,024,257

GROSS MODERATE INCOME SALES PROCEEDS		\$3,040,676
LESS SALES EXPENSE	2.0%	\$60,814
LESS PRO RATA DEVELOPMENT COSTS		\$6,324,324
LESS RETURN ON SALES	15.0%	\$456,101
NET PROFIT (GAP) AFTER SALES =====>		(\$4,401,163)

SALES PRICE/NSF 2 BEDROOMS:	\$69.77
SALES PRICE/NSF 3 BEDROOMS:	\$60.49

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	3.00%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$37,067	\$1,260,262
3 BEDROOM UNITS	EACH	\$40,010	\$680,171

GROSS LOW INCOME SALES PROCEEDS		\$1,940,432
LESS SALES EXPENSE	2.0%	\$38,809
LESS PRO RATA DEVELOPMENT COSTS		\$7,084,819
LESS RETURN ON SALES	15.0%	\$291,065
NET PROFIT (GAP) AFTER SALES =====>		(\$5,474,260)

SALES PRICE/NSF 2 BEDROOMS:	\$43.61
SALES PRICE/NSF 3 BEDROOMS:	\$37.81

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES		(\$701,119)
1 BEDROOM UNITS:	PER UNIT	(\$11,361)
2 BEDROOM UNITS:	PER UNIT	(\$16,230)

PROFIT (GAP) FROM MODERATE INCOME SALES		(\$4,401,163)
2 BEDROOM UNITS:	PER UNIT	(\$81,624)
3 BEDROOM UNITS:	PER UNIT	(\$101,622)

PROFIT (GAP) FROM LOW INCOME SALES		(\$5,474,260)
2 BEDROOM UNITS:	PER UNIT	(\$99,234)
3 BEDROOM UNITS:	PER UNIT	(\$123,547)

TOTAL PROFIT (GAP) AFTER SALES =====>		(\$10,576,542)
---------------------------------------	--	----------------

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 18 VACANT LOTS (#9 - 15)
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE	Ib	
MKT		33.0%
MOD		33.0%
LOW		33.0%
NDN PROFIT IF 1		0
BMR LAND IF 1		0
HOP IF 1		1
NO LAND COST IF 0		1
PTNRSHP IF 1		0
NO EQUITY IF 0		1
MKT PRICE/NSF		\$165
EFFICIENCY		85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING SIZE	152,285
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	33.0% (NO INCOME LIMIT)
MODERATE INCOME	33.0% (NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0% (NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET-RATE UNITS	51	100%	43,200	36,720	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,920	45,832	85.0%
LOW INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
GRAND TOTAL	152		152,285	129,442	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$10,000 /DU (FRV)	\$500,000
LOW INCOME UNITS	\$5,000 /DU (FRV)	\$255,000
TOTAL LAND COST -----)		\$2,030,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC) -----)		\$13,705,650
PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$822,339
LEGAL FEES	3.0% OF HC	\$411,170
ACCOUNTING FEES	0.4% OF HC	\$54,923
DEVELOPER'S FEE	4.0% OF HC	\$548,226
TREASOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$105,901
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$137,057
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$215,763
CONSTRUCTION INTEREST	10.00% PER YEAR	\$760,591
TOTAL SOFT COSTS (SC) -----)		\$3,126,969
TOTAL PROJECT COSTS		\$18,872,619
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST =====)		\$19,557,902
EQUITY REQUIREMENT		\$2,933,685
TDC/GSF		\$128.43
TDC/1 BEDROOM UNIT		\$89,901
TDC/2 BEDROOM UNIT		\$128,430
TDC/3 BEDROOM UNIT		\$159,895

NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	33.0%
OWNSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250
<hr/>			
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$6,058,800
LESS SALES EXPENSE	5.0%		\$302,940
LESS PRO RATA DEVELOPMENT COSTS			\$5,548,159
LESS RETURN ON SALES	15.0%		\$908,820
NET PROFIT (GAP) AFTER SALES	=====		(\$701,119)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$2,857,498
3 BEDROOM UNITS	EACH	\$90,718	\$1,451,491
<hr/>			
GROSS MODERATE INCOME SALES PROCEEDS			\$4,308,989
LESS SALES EXPENSE	2.0%		\$86,180
LESS PRO RATA DEVELOPMENT COSTS			\$6,924,924
LESS RETURN ON SALES	15.0%		\$646,348
NET PROFIT (GAP) AFTER SALES	=====		(\$3,348,463)
SALES PRICE/NSF 2 BEDROOMS:	\$98.88		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$1,785,936
3 BEDROOM UNITS	EACH	\$56,599	\$963,880
<hr/>			
GROSS LOW INCOME SALES PROCEEDS			\$2,749,817
LESS SALES EXPENSE	2.0%		\$54,996
LESS PRO RATA DEVELOPMENT COSTS			\$7,084,819
LESS RETURN ON SALES	15.0%		\$412,473
NET PROFIT (GAP) AFTER SALES	=====		(\$4,802,471)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

GAP ANALYSIS:			
PROFIT (GAP) FROM MARKET RATE SALES (\$701,119)			
1 BEDROOM UNITS:	PER UNIT	(\$11,361)	(\$295,379)
2 BEDROOM UNITS:	PER UNIT	(\$16,230)	(\$405,740)
PROFIT (GAP) FROM MODERATE INCOME SALES (\$3,348,463)			
2 BEDROOM UNITS:	PER UNIT	(\$62,101)	(\$2,111,420)
3 BEDROOM UNITS:	PER UNIT	(\$77,315)	(\$1,237,044)
PROFIT (GAP) FROM LOW INCOME SALES (\$4,802,471)			
2 BEDROOM UNITS:	PER UNIT	(\$87,056)	(\$2,959,920)
3 BEDROOM UNITS:	PER UNIT	(\$108,385)	(\$1,842,550)
<hr/>			
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$8,852,053)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 18 VACANT LOTS (#9 - 15)
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE I c	
MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	0
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:	
BUILDING SIZE	152,285
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	51	100%	43,200	36,720	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,920	45,832	85.0%
LOW INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
GRAND TOTAL	152		152,285	129,442	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	0
LOW INCOME UNITS	\$0 /DU (FRV)	0
TOTAL LAND COST		\$1,275,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC)		\$13,705,650
PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$822,339
LEGAL FEES	3.0% OF HC	\$411,170
ACCOUNTING FEES	0.4% OF HC	\$54,822
DEVELOPER'S FEE	4.0% OF HC	\$548,226
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$100,820
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$137,057
*MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$206,600
CONSTRUCTION INTEREST	10.00% PER YEAR	\$728,288
TOTAL SOFT COSTS (SC)		\$3,090,421
TOTAL PROJECT COSTS		\$18,071,071
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST		\$18,756,353
EQUITY REQUIREMENT		\$2,813,453
TDC/GSF		\$123.17
TDC/1 BEDROOM UNIT		\$86,216
TDC/2 BEDROOM UNIT		\$123,166
TDC/3 BEDROOM UNIT		\$153,342

10

NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$6,058,800
LESS SALES EXPENSE	5.0%		\$302,940
LESS PRO RATA DEVELOPMENT COSTS			\$5,320,777
LESS RETURN ON SALES	15.0%		\$908,820
NET PROFIT (GAP) AFTER SALES	=====		(\$473,737)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$2,857,498
3 BEDROOM UNITS	EACH	\$90,718	\$1,451,431
GROSS MODERATE INCOME SALES PROCEEDS			\$4,308,989
LESS SALES EXPENSE	2.0%		\$86,180
LESS PRO RATA DEVELOPMENT COSTS			\$6,641,117
LESS RETURN ON SALES	15.0%		\$646,348
NET PROFIT (GAP) AFTER SALES	=====		(\$3,064,657)
SALES PRICE/NSF 2 BEDROOMS:	\$98.88		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$1,785,936
3 BEDROOM UNITS	EACH	\$56,599	\$963,880
GROSS LOW INCOME SALES PROCEEDS			\$2,749,817
LESS SALES EXPENSE	2.0%		\$54,996
LESS PRO RATA DEVELOPMENT COSTS			\$6,794,459
LESS RETURN ON SALES	15.0%		\$412,473
NET PROFIT (GAP) AFTER SALES	=====		(\$4,512,111)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

GAP ANALYSIS:			
PROFIT (GAP) FROM MARKET RATE SALES			(\$473,737)
1 BEDROOM UNITS:	PER UNIT	(\$7,676)	(\$199,583)
2 BEDROOM UNITS:	PER UNIT	(\$10,966)	(\$274,153)
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$3,064,657)
2 BEDROOM UNITS:	PER UNIT	(\$56,837)	(\$1,932,462)
3 BEDROOM UNITS:	PER UNIT	(\$70,762)	(\$1,132,195)
PROFIT (GAP) FROM LOW INCOME SALES			(\$4,512,111)
2 BEDROOM UNITS:	PER UNIT	(\$81,793)	(\$2,780,962)
3 BEDROOM UNITS:	PER UNIT	(\$101,832)	(\$1,731,149)
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$8,050,505)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 18 VACANT LOTS (#9 - 15)
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, 5E-38A.

CASE	Id	
MKT		65.0%
MOD		17.5%
LOW		17.5%
NON PROFIT IF 1		0
BMR LAND IF 1		1
HOP IF 1		1
NO LAND COST IF 0		1
PTNRSHP IF 1		0
NO EQUITY IF 0		1
MKT PRICE/NSF		\$165
EFFICIENCY		85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING SIZE	141,710
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	65.0%	(NO INCOME LIMIT)
MODERATE INCOME	17.5%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	17.5%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	49	50%	700	595	85.0%
2 BEDROOM UNITS	49	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	98	100%	83,300	70,305	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	18	67%	1,000	850	85.0%
3 BEDROOM UNITS	9	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	27	100%	29,205	24,824	85.0%
LOW INCOME					
2 BEDROOM UNITS	18	67%	1,000	850	85.0%
3 BEDROOM UNITS	9	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	27	100%	29,205	24,824	85.0%
GRAND TOTAL	152		141,710	120,454	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$2,450,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	\$0
LOW INCOME UNITS	\$0 /DU (FRV)	\$0
TOTAL LAND COST -----)		\$2,450,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$12,753,900
TOTAL HARD COSTS (HC) -----)		\$12,753,900
PROJECT-RELATED SOFT COSTS:		
RAVE FEE	6.0% OF HC	\$765,234
LEGAL FEES	3.0% OF HC	\$382,617
ACCOUNTING FEES	0.4% OF HC	\$51,016
DEVELOPER'S FEE	4.0% OF HC	\$510,156
TREASUR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$27,000
RE TAXES DURING CONSTRUCTION		\$102,322
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$127,539
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$58,800
PROCESsing FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$430,411
CONSTRUCTION INTEREST	10.00% PER YEAR	\$732,315
TOTAL SOFT COSTS (SC) -----)		\$3,187,309
TOTAL PROJECT COSTS		\$18,391,209
CONTINGENCY (% HARD COSTS)	5.0%	\$637,695
TOTAL DEVELOPMENT COST =====)		\$19,028,904
EQUITY REQUIREMENT		\$2,954,336
TDC/GSF		\$134.28
TDC/1 BEDROOM UNIT		\$93,996
TDC/2 BEDROOM UNIT		\$134,281
TDC/3 BEDROOM UNIT		\$167,179

NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	65.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	17.5%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	17.5%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$4,810,575
2 BEDROOM UNITS	EACH	\$140,250	\$6,872,250

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$11,682,825
LESS SALES EXPENSE	5.0%	\$584,141
LESS PRO RATA DEVELOPMENT COSTS		\$11,188,574
LESS RETURN ON SALES	15.0%	\$1,752,424
NET PROFIT (GAP) AFTER SALES	=====	(\$1,839,314)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,512,793
3 BEDROOM UNITS	EACH	\$90,718	\$816,463

GROSS MODERATE INCOME SALES PROCEEDS		\$2,329,257
LESS SALES EXPENSE	2.0%	\$46,585
LESS PRO RATA DEVELOPMENT COSTS		\$3,921,665
LESS RETURN ON SALES	15.0%	\$349,388
NET PROFIT (GAP) AFTER SALES	=====	(\$1,988,382)

SALES PRICE/NSF 2 BEDROOMS:	\$98.88
SALES PRICE/NSF 3 BEDROOMS:	\$85.72

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,599	\$510,290

GROSS LOW INCOME SALES PROCEEDS		\$1,455,785
LESS SALES EXPENSE	2.0%	\$29,116
LESS PRO RATA DEVELOPMENT COSTS		\$3,921,665
LESS RETURN ON SALES	15.0%	\$218,368
NET PROFIT (GAP) AFTER SALES	=====	(\$2,713,363)

SALES PRICE/NSF 2 BEDROOMS:	\$61.30
SALES PRICE/NSF 3 BEDROOMS:	\$53.58

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES		(\$1,839,314)
-------------------------------------	--	---------------

1 BEDROOM UNITS:	PER UNIT	(\$15,456)	(\$757,365)
2 BEDROOM UNITS:	PER UNIT	(\$22,081)	(\$1,081,350)

PROFIT (GAP) FROM MODERATE INCOME SALES		(\$1,988,382)
---	--	---------------

2 BEDROOM UNITS:	PER UNIT	(\$68,084)	(\$1,225,505)
3 BEDROOM UNITS:	PER UNIT	(\$84,764)	(\$762,877)

PROFIT (GAP) FROM LOW INCOME SALES		(\$2,713,363)
------------------------------------	--	---------------

2 BEDROOM UNITS:	PER UNIT	(\$92,907)	(\$1,672,335)
3 BEDROOM UNITS:	PER UNIT	(\$115,570)	(\$1,041,028)

TOTAL PROFIT (GAP) AFTER SALES	-----	(\$6,541,059)
--------------------------------	-------	---------------

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 18 VACANT LOTS (#9 - 15)
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE	Ie	
MKT		50.0%
MOD		25.0%
LOW		25.0%
NON PROFIT IF 1		0
BMR LAND IF 1		1
HOP IF 1		1
NO LAND COST IF 0		1
PTNRSHP IF 1		0
NO EQUITY IF 0		1
MKT PRICE/NSF		\$165
EFFICIENCY		85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING SIZE	146,970
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	50.0%	(NO INCOME LIMIT)
MODERATE INCOME	25.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	25.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	38	50%	700	595	85.0%
2 BEDROOM UNITS	38	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	76	100%	64,600	54,910	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	25	67%	1,000	850	85.0%
3 BEDROOM UNITS	13	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	38	100%	41,185	35,007	85.0%
LOW INCOME					
2 BEDROOM UNITS	25	67%	1,000	850	85.0%
3 BEDROOM UNITS	13	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	38	100%	41,185	35,007	85.0%
GRAND TOTAL	152		146,970	124,925	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,300,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	\$0
LOW INCOME UNITS	\$0 /DU (FRV)	\$0
TOTAL LAND COST -----)		\$1,300,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,227,300
TOTAL HARD COSTS (HC) -----)		\$13,227,300
PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$793,638
LEGAL FEES	3.0% OF HC	\$396,819
ACCOUNTING FEES	0.4% OF HC	\$52,309
DEVELOPER'S FEE	4.0% OF HC	\$529,092
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$38,000
RE TAXES DURING CONSTRUCTION		\$101,807
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$132,273
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$45,500
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$321,634
CONSTRUCTION INTEREST	10.00% PER YEAR	\$731,741
TOTAL SOFT COSTS (SC) -----)		\$3,143,513
TOTAL PROJECT COSTS		\$19,270,813
CONTINGENCY (% HARD COSTS)	5.0%	\$661,365
TOTAL DEVELOPMENT COST =====)		\$18,932,178
EQUITY REQUIREMENT		\$2,839,927
TDC/GSF		\$128.82
TDC/1 BEDROOM UNIT		\$90,172
TDC/2 BEDROOM UNIT		\$128,817
TDC/3 BEDROOM UNIT		\$160,377

NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	50.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	25.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	25.0%

MARKET RATE SALES PRICE/NSF = \$165

1 BEDROOM UNITS	EACH	\$98,175	\$3,730,650
2 BEDROOM UNITS	EACH	\$140,250	\$5,329,500

GROSS SALES PROCEEDS OF MARKET RATE UNITS \$9,060,150

LESS SALES EXPENSE	5.0%	\$453,008
LESS PRO RATA DEVELOPMENT COSTS		\$8,321,253
LESS RETURN ON SALES	15.0%	\$1,359,023

NET PROFIT (GAP) AFTER SALES =====> (\$1,073,433)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)

MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)
MAX ANNUAL MTG PAYMENT (FAM OF 3):	\$5,872	(20% OF INCOME)
MORTGAGE INTEREST RATE:	5.50%	
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%	

MAXIMUM SALES PRICE MODERATE INCOME:

2 BEDROOM UNITS	EACH	\$84,044	\$2,101,102
3 BEDROOM UNITS	EACH	\$90,718	\$1,179,336

GROSS MODERATE INCOME SALES PROCEEDS \$3,280,438

LESS SALES EXPENSE	2.0%	\$65,609
LESS PRO RATA DEVELOPMENT COSTS		\$5,305,312
LESS RETURN ON SALES	15.0%	\$492,066

NET PROFIT (GAP) AFTER SALES =====> (\$2,582,549)

SALES PRICE/NSF 2 BEDROOMS: \$98.98

SALES PRICE/NSF 3 BEDROOMS: \$85.72

LOW INCOME SALES (50% OF MEDIAN INCOME):

MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)
MAX ANNUAL MTG PAYMENT (FAM OF 3):	\$3,670	(20% OF INCOME)
INTEREST RATE:	5.50%	
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%	

MAXIMUM SALES PRICE LOW INCOME:

2 BEDROOM UNITS	EACH	\$52,529	\$1,313,189
3 BEDROOM UNITS	EACH	\$56,539	\$737,085

GROSS LOW INCOME SALES PROCEEDS \$2,050,274

LESS SALES EXPENSE	2.0%	\$41,005
LESS PRO RATA DEVELOPMENT COSTS		\$5,305,312
LESS RETURN ON SALES	15.0%	\$307,541

NET PROFIT (GAP) AFTER SALES =====> (\$3,603,585)

SALES PRICE/NSF 2 BEDROOMS: \$61.30

SALES PRICE/NSF 3 BEDROOMS: \$53.58

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES (\$1,073,433)

1 BEDROOM UNITS:	PER UNIT	(\$11,632)	(\$442,002)
2 BEDROOM UNITS:	PER UNIT	(\$16,817)	(\$631,431)

PROFIT (GAP) FROM MODERATE INCOME SALES (\$2,582,549)

2 BEDROOM UNITS:	PER UNIT	(\$62,796)	\$1,567,551
3 BEDROOM UNITS:	PER UNIT	\$73,069	\$1,014,997

PROFIT (GAP) FROM LOW INCOME SALES (\$3,603,585)

2 BEDROOM UNITS:	PER UNIT	\$97,498	\$2,187,438
3 BEDROOM UNITS:	PER UNIT	(\$108,934)	(\$1,416,147)

TOTAL PROFIT (GAP) AFTER SALES -----> (\$7,259,567)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE
 PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE IIA
 MKT 33.0%
 MOD 33.0%
 LOW 33.0%
 NON PROFIT IF 1 1
 BMR LAND IF 1 0
 HOP IF 1 0
 NO LAND COST IF 0 1
 PTRNSHP IF 1 0
 NO EQUITY IF 0 1
 MKT PRICE/NSF \$165
 EFFICIENCY 85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:
 BUILDING SIZE 152,285
 PARCEL SIZE 76,360 SF
 NUMBER OF UNITS 152 UNITS
 PARKING SPACES 106 SPACES
 EQUITY REQUIREMENT 5% OF TDC

UNIT MIX:
 MARKET RATE 33.0% (NO INCOME LIMIT)
 MODERATE INCOME 33.0% (NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
 LOW INCOME 33.0% (NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	51	100%	43,200	36,720	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,320	45,832	85.0%
LOW INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
GRAND TOTAL	152		152,285	129,442	

DEVELOPMENT PRO FORMA	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$10,000 /DU (FRV)	\$500,000
LOW INCOME UNITS	\$5,000 /DU (FRV)	\$255,000
TOTAL LAND COST -----)		\$2,030,000

HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC) -----)		\$13,705,650

PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$548,226
LEGAL FEES	1.5% OF HC	\$205,585
ACCOUNTING FEES	0.2% OF HC	\$27,411
DEVELOPER'S FEE	4.0% OF HC	\$549,226
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$105,901
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$137,057
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$234,314
CONSTRUCTION INTEREST	10.00% PER YEAR	\$825,385
TOTAL SOFT COSTS (SC) -----)		\$2,713,805

TOTAL PROJECT COSTS		\$18,449,455
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST =====)		\$19,134,737
EQUITY REQUIREMENT		\$956,737
TDC/GSF		\$125.65
TDC/1 BEDROOM UNIT		\$87,956
TDC/2 BEDROOM UNIT		\$125,651
TDC/3 BEDROOM UNIT		\$156,435

NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$6,058,800
LESS SALES EXPENSE		5.0%	\$302,940
LESS PRO RATA DEVELOPMENT COSTS			\$5,428,116
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		\$327,744

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	9.00%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$59,306	\$2,016,419
3 BEDROOM UNITS	EACH	\$64,016	\$1,024,257
GROSS MODERATE INCOME SALES PROCEEDS			\$3,040,676
LESS SALES EXPENSE		2.0%	\$60,814
LESS PRO RATA DEVELOPMENT COSTS			\$6,775,093
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$3,795,231)
SALES PRICE/NSF 2 BEDROOMS:		\$69.77	
SALES PRICE/NSF 3 BEDROOMS:		\$60.49	

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	9.00%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$37,067	\$1,260,262
3 BEDROOM UNITS	EACH	\$40,010	\$680,171
GROSS LOW INCOME SALES PROCEEDS			\$1,940,432
LESS SALES EXPENSE		2.0%	\$38,809
LESS PRO RATA DEVELOPMENT COSTS			\$6,331,528
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$5,029,904)
SALES PRICE/NSF 2 BEDROOMS:		\$43.61	
SALES PRICE/NSF 3 BEDROOMS:		\$37.81	

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$327,744
1 BEDROOM UNITS:	PER UNIT	\$5,311	\$138,077
2 BEDROOM UNITS:	PER UNIT	\$7,587	\$189,667
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$3,795,231)
2 BEDROOM UNITS:	PER UNIT	(\$70,386)	(\$2,393,135)
3 BEDROOM UNITS:	PER UNIT	(\$87,631)	(\$1,402,096)
PROFIT (GAP) FROM LOW INCOME SALES			(\$5,029,904)
2 BEDROOM UNITS:	PER UNIT	(\$91,179)	(\$3,100,095)
3 BEDROOM UNITS:	PER UNIT	(\$113,518)	(\$1,329,809)
TOTAL PROFIT (GAP) AFTER SALES	----->		(\$8,497,391)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#3 - 15)
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE IIB

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	1
BMR LAND IF 1	0
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	65.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING SIZE	152,285
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	51	100%	43,200	36,720	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,920	45,822	85.0%
LOW INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
GRAND TOTAL	152		152,285	129,442	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$10,000 /DU (FRV)	\$500,000
LOW INCOME UNITS	\$5,000 /DU (FRV)	\$255,000
TOTAL LAND COST		\$2,030,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC)		\$13,705,650
PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$548,226
LEGAL FEES	1.5% OF HC	\$205,595
ACCOUNTING FEES	0.2% OF HC	\$27,411
DEVELOPER'S FEE	4.0% OF HC	\$548,226
TREASDR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$105,901
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$137,057
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$234,314
CONSTRUCTION INTEREST	10.00% PER YEAR	\$825,985
TOTAL SOFT COSTS (SC)		\$2,713,805
TOTAL PROJECT COSTS		\$18,443,455
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST		\$19,134,737
EQUITY REQUIREMENT		\$956,737
TDC/GSF		\$125.65
TDC/1 BEDROOM UNIT		\$87,956
TDC/2 BEDROOM UNIT		\$125,651
TDC/3 BEDROOM UNIT		\$156,435

NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 3 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250
GROSS SALES PROCEEDS OF MARKET RATE UNITS			
			\$6,058,800
LESS SALES EXPENSE	5.0%		\$302,940
LESS PRO RATA DEVELOPMENT COSTS			\$5,428,116
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		\$327,744

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$2,857,498
3 BEDROOM UNITS	EACH	\$90,718	\$1,451,491
GROSS MODERATE INCOME SALES PROCEEDS			
			\$4,308,989
LESS SALES EXPENSE	2.0%		\$86,180
LESS PRO RATA DEVELOPMENT COSTS			\$6,775,093
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$2,552,284)
SALES PRICE/NSF 2 BEDROOMS:	\$98.88		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,328	\$1,785,936
3 BEDROOM UNITS	EACH	\$56,699	\$963,880
GROSS LOW INCOME SALES PROCEEDS			
			\$2,749,817
LESS SALES EXPENSE	2.0%		\$54,996
LESS PRO RATA DEVELOPMENT COSTS			\$6,931,528
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$4,236,708)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$327,744
1 BEDROOM UNITS:	PER UNIT	\$5,211	\$138,077
2 BEDROOM UNITS:	PER UNIT	\$7,587	\$189,667
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$2,552,284)
2 BEDROOM UNITS:	PER UNIT	(\$47,335)	(\$1,609,379)
3 BEDROOM UNITS:	PER UNIT	(\$58,322)	(\$942,306)
PROFIT (GAP) FROM LOW INCOME SALES			(\$4,236,708)
2 BEDROOM UNITS:	PER UNIT	(\$76,801)	(\$2,611,222)
3 BEDROOM UNITS:	PER UNIT	(\$95,617)	(\$1,625,486)
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$6,461,247)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE	IIC	
MKT		33.0%
MOD		33.0%
LOW		33.0%
NON PROFIT IF 1		1
BMR LAND IF 1		1
HOP IF 1		1
NO LAND COST IF 0		1
PTNRSHP IF 1		0
NO EQUITY IF 0		1
MKT PRICE/NSF		\$165
EFFICIENCY		85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING SIZE	152,285
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	51	100%	43,200	36,720	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,320	45,832	85.0%
LOW INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
GRAND TOTAL	152		152,285	129,442	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	\$0
LOW INCOME UNITS	\$0 /DU (FRV)	\$0
TOTAL LAND COST		\$1,275,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC)		\$13,705,650
PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$548,226
LEGAL FEES	1.5% OF HC	\$205,595
ACCOUNTING FEES	0.2% OF HC	\$27,411
DEVELOPER'S FEE	4.0% OF HC	\$548,226
TREASURER FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$100,820
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$137,057
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CCMOO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$324,072
CONSTRUCTION INTEREST	10.00% PER YEAR	\$789,891
TOTAL SOFT COSTS (SC)		\$2,662,378
TOTAL PROJECT COSTS		\$17,643,028
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST		\$18,328,310
EQUITY REQUIREMENT		\$916,416
TDC/GSF		\$120.36
TDC/1 BEDROOM UNIT		\$84,249
TDC/2 BEDROOM UNIT		\$120,355
TDC/3 BEDROOM UNIT		\$149,842

NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250
GROSS SALES PROCEEDS OF MARKET RATE UNITS			
			\$6,058,800
LESS SALES EXPENSE	5.0%		\$302,940
LESS PRO RATA DEVELOPMENT COSTS			\$3,199,350
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		\$556,510

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$2,857,498
3 BEDROOM UNITS	EACH	\$90,718	\$1,451,491
GROSS MODERATE INCOME SALES PROCEEDS			
			\$4,308,989
LESS SALES EXPENSE	2.0%		\$86,180
LESS PRO RATA DEVELOPMENT COSTS			\$6,489,559
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$2,266,750)
SALES PRICE/NSF 2 BEDROOMS:	\$98.88		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$1,785,936
3 BEDROOM UNITS	EACH	\$56,599	\$963,880
GROSS LOW INCOME SALES PROCEEDS			
			\$2,749,817
LESS SALES EXPENSE	2.0%		\$54,996
LESS PRO RATA DEVELOPMENT COSTS			\$6,639,401
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$3,944,581)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$556,510
1 BEDROOM UNITS:	PER UNIT	\$9,018	\$234,456
2 BEDROOM UNITS:	PER UNIT	\$12,882	\$322,054
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$2,266,750)
2 BEDROOM UNITS:	PER UNIT	(\$42,039)	(\$1,439,330)
3 BEDROOM UNITS:	PER UNIT	(\$52,339)	(\$837,419)
PROFIT (GAP) FROM LOW INCOME SALES			(\$3,944,581)
2 BEDROOM UNITS:	PER UNIT	(\$71,505)	(\$2,431,175)
3 BEDROOM UNITS:	PER UNIT	(\$89,024)	(\$1,513,406)
TOTAL PROFIT (GAP) AFTER SALES	-----		\$5,554,821

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE IId

65.0%

MKT 17.5%

MOD 17.5%

LOW 17.5%

NON PROFIT IF 1 1

BMR LAND IF 1 1

HOP IF 1 1

NO LAND COST IF 0 1

PTNSHP IF 1 0

NO EQUITY IF 0 1

MKT PRICE/NSF \$165

EFFICIENCY 85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING SIZE 141,710
 PARCEL SIZE 76,360 SF
 NUMBER OF UNITS 152 UNITS
 PARKING SPACES 106 SPACES
 EQUITY REQUIREMENT 5% OF TDC

UNIT MIX:

MARKET RATE 65.0% (NO INCOME LIMIT)
 MODERATE INCOME 17.5% (NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
 LOW INCOME 17.5% (NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	49	50%	700	595	85.0%
2 BEDROOM UNITS	49	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	98	100%	83,300	70,805	85.0%

MODERATE INCOME

2 BEDROOM UNITS	18	67%	1,000	850	85.0%
3 BEDROOM UNITS	9	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	27	100%	29,205	24,824	85.0%

LOW INCOME

2 BEDROOM UNITS	18	67%	1,000	850	85.0%
3 BEDROOM UNITS	9	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	27	100%	29,205	24,824	85.0%

GRAND TOTAL

	152		141,710	120,454	
--	-----	--	---------	---------	--

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$2,450,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	\$0
LOW INCOME UNITS	\$0 /DU (FRV)	\$0

TOTAL LAND COST -----) \$2,450,000

HARD COSTS:

RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$12,753,300
--------------------------	--------------	--------------

TOTAL HARD COSTS (HC) -----) \$12,753,300

PROJECT-RELATED SOFT COSTS:

A/E FEE	4.0% OF HC	\$510,156
LEGAL FEES	1.5% OF HC	\$191,309
ACCOUNTING FEES	0.2% OF HC	\$25,508
DEVELOPER'S FEE	4.0% OF HC	\$510,156
REGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$27,000
RE TAXES DURING CONSTRUCTION		\$102,322
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$127,539
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$58,800
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0

CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$467,871
CONSTRUCTION INTEREST	10.00% PER YEAR	\$795,943

TOTAL SOFT COSTS (SC) -----) \$2,816,604

TOTAL PROJECT COSTS \$18,020,504

CONTINGENCY (% HARD COSTS) 5.0% \$637,695

TOTAL DEVELOPMENT COST =====) \$18,658,199

EQUITY REQUIREMENT \$932,910

TDC/GSF \$131.66

TDC/1 BEDROOM UNIT \$92,165

TDC/2 BEDROOM UNIT \$131,665

TDC/3 BEDROOM UNIT \$163,922

NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	65.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	17.5%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	17.5%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$4,810,575
2 BEDROOM UNITS	EACH	\$140,250	\$6,872,250
<hr/>			
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$11,682,825
LESS SALES EXPENSE	5.0%		\$584,141
LESS PRO RATA DEVELOPMENT COSTS			\$10,967,666
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====)		\$131,018

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,512,793
3 BEDROOM UNITS	EACH	\$90,718	\$816,463
<hr/>			
GROSS MODERATE INCOME SALES PROCEEDS			\$2,329,257
LESS SALES EXPENSE	2.0%		\$46,585
LESS PRO RATA DEVELOPMENT COSTS			\$3,845,266
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====)		(\$1,562,595)
<hr/>			
SALES PRICE/NSF 2 BEDROOMS:	\$98.88		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,699	\$510,290
<hr/>			
GROSS LOW INCOME SALES PROCEEDS			\$1,455,785
LESS SALES EXPENSE	2.0%		\$29,116
LESS PRO RATA DEVELOPMENT COSTS			\$3,845,266
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====)		(\$2,418,597)
<hr/>			
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

GAP ANALYSIS:			
PROFIT (GAP) FROM MARKET RATE SALES			\$131,018
1 BEDROOM UNITS:	PER UNIT	\$1,101	\$53,949
2 BEDROOM UNITS:	PER UNIT	\$1,573	\$77,069
<hr/>			
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,562,595)
2 BEDROOM UNITS:	PER UNIT	(\$53,504)	(\$963,078)
3 BEDROOM UNITS:	PER UNIT	(\$66,613)	(\$599,516)
<hr/>			
PROFIT (GAP) FROM LOW INCOME SALES			(\$2,418,597)
2 BEDROOM UNITS:	PER UNIT	(\$82,814)	(\$1,490,660)
3 BEDROOM UNITS:	PER UNIT	(\$103,104)	(\$927,936)
<hr/>			
TOTAL PROFIT (GAP) AFTER SALES	-----)		(\$3,850,174)

SOUTH END NEIGHBORHOOD HOUSING INITIATIVE
 PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE I Ie
 MKT 50.0%
 MOD 25.0%
 LOW 25.0%
 NON PROFIT IF 1 1
 BMR LAND IF 1 1
 HOP IF 1 1
 NO LAND COST IF 0 1
 PTNRSHP IF 1 0
 NO EQUITY IF 0 1
 MKT PRICE/NSF \$165
 EFFICIENCY 85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:	
BUILDING SIZE	146,970
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	50.0%	(NO INCOME LIMIT)
MODERATE INCOME	25.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	25.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	38	50%	700	595	85.0%
2 BEDROOM UNITS	38	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	76	100%	64,600	54,910	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	25	67%	1,000	850	85.0%
3 BEDROOM UNITS	13	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	38	100%	41,185	35,007	85.0%
LOW INCOME					
2 BEDROOM UNITS	25	67%	1,000	850	85.0%
3 BEDROOM UNITS	13	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	38	100%	41,185	35,007	85.0%
GRAND TOTAL	152		146,970	124,925	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,900,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	\$0
LOW INCOME UNITS	\$0 /DU (FRV)	\$0
TOTAL LAND COST		\$1,900,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,227,300
TOTAL HARD COSTS (HC)		\$13,227,300
PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$529,092
LEGAL FEES	1.5% OF HC	\$198,410
ACCOUNTING FEES	0.2% OF HC	\$26,453
DEVELOPER'S FEE	4.0% OF HC	\$529,092
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$38,000
RE TAXES DURING CONSTRUCTION		\$101,807
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$132,273
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$45,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$349,255
CONSTRUCTION INTEREST	10.00% PER YEAR	\$794,581
TOTAL SOFT COSTS (SC)		\$2,744,564
TOTAL PROJECT COSTS		\$17,871,864
CONTINGENCY (% HARD COSTS)	5.0%	\$661,365
TOTAL DEVELOPMENT COST		\$18,533,229
EQUITY REQUIREMENT		\$926,661
TDC/GSF		\$126.10
TDC/1 BEDROOM UNIT		\$88,271
TDC/2 BEDROOM UNIT		\$126,102
TDC/3 BEDROOM UNIT		\$156,997

NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	50.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	25.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	25.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$3,730,650
2 BEDROOM UNITS	EACH	\$140,250	\$5,329,500
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$9,060,150
LESS SALES EXPENSE		5.0%	\$453,008
LESS PRO RATA DEVELOPMENT COSTS			\$8,146,197
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		\$460,945

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$2,101,102
3 BEDROOM UNITS	EACH	\$90,718	\$1,179,336
GROSS MODERATE INCOME SALES PROCEEDS			\$3,280,438
LESS SALES EXPENSE		2.0%	\$65,609
LESS PRO RATA DEVELOPMENT COSTS			\$5,193,516
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,978,687)
SALES PRICE/NSF 2 BEDROOMS:	\$98.88		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$1,313,189
3 BEDROOM UNITS	EACH	\$56,699	\$737,085
GROSS LOW INCOME SALES PROCEEDS			\$2,050,274
LESS SALES EXPENSE		2.0%	\$41,005
LESS PRO RATA DEVELOPMENT COSTS			\$5,193,516
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$3,184,248)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$460,945
1 BEDROOM UNITS:	PER UNIT	\$4,995	\$189,801
2 BEDROOM UNITS:	PER UNIT	\$7,135	\$271,144
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,978,687)
2 BEDROOM UNITS:	PER UNIT	(\$48,044)	(\$1,201,097)
3 BEDROOM UNITS:	PER UNIT	(\$59,815)	(\$777,590)
PROFIT (GAP) FROM LOW INCOME SALES			(\$3,184,248)
2 BEDROOM UNITS:	PER UNIT	(\$77,316)	(\$1,932,893)
3 BEDROOM UNITS:	PER UNIT	(\$96,258)	(\$1,251,355)
TOTAL PROFIT (GAP) AFTER SALES	----->		(\$4,701,989)

GAP ANALYSIS

NEW CONSTRUCTION - 100 RENTAL UNITS

RENTAL ANALYSIS PHASE 1B VACANT PARCELS 99 - 14
 PARCEL DESCRIPTION: R1-C, R6-7B, 25-A, R-12A, R-12B, 33R.
 PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

Ia

DEVELOPMENT PROGRAM:

PARCEL AREA	59,237.6SF
MARKET UNITS	100 UNITS
PARKING SPACES	70 SPACES
EDUITY REQUIREMENT 15.0% OF TIC EQUITY	

UNIT MIX:

MARKET RATE	33.0% (NO INCOME LIMIT)
MODERATE INCOME	33.0% (NET MORE THAN 50% OF STATE MEDIAN INCOME)
LOW INCOME	33.0% (NET MORE THAN 50% OF STATE MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% ARE	GSF	MSF EFFICIENCY
MARKET RATE UNITS				
1 BEDROOM UNITS	17	50%	700	85.0%
2 BEDROOM UNITS	16	50%	1,000	85.0%
TOTAL MARKET RATE UNITS	33	100%	27,500	23,715
MODERATE INCOME				
2 BEDROOM UNITS	22	67%	1,000	85.0%
3 BEDROOM UNITS	11	33%	1,245	1,058
TOTAL MODERATE RATE UNITS	33	100%	23,955	30,341
LOW INCOME				
2 BEDROOM UNITS	23	67%	1,000	85.0%
3 BEDROOM UNITS	11	33%	1,245	1,058
TOTAL LOW INCOME UNITS	34	100%	24,955	31,191
TOTAL	100		100,290	85,247

DEVELOPMENT PROGRAM:	UNIT COST	TOTAL COST
LAND COST		
MARKET RATE UNITS	\$25,000.00 /DU (FMV)	\$425,000
MODERATE INCOME UNITS	\$17,000.00 /DU (FMV)	\$556,000
LOW INCOME UNITS	\$5,000.00 /DU (FMV)	\$170,000
TOTAL LAND COST:		\$1,151,000
HARD COSTS		
RESIDENTIAL CONSTRUCTION PER GSF	\$90	\$9,026,100
TOTAL HARD AND LAND COSTS		\$10,251,100
PROJECT RELATED SOFT COSTS		
A/E FEE	6.0% OF HC	\$591,566
LEGAL FEES	3.0% OF HC	\$270,783
DEVELOPER'S FEE	4.0% OF HC	\$363,644
RENTAL DURING CONSTRUCTION	4.0% OF HC	\$363,643
INSURANCE, TITLE		\$90,261
RENT UP AND MARKETING/MARKET	\$500 /UNIT	\$13,000
RENT-UP DEFICIT	10.0%	\$1,151,100
CONSTRUCTION INTEREST @	10.0%	\$594,766
TOTAL SOFT COSTS		\$2,030,516
TOTAL PROJECT COSTS		\$12,381,616
CONTINGENCY (4 OF HARD COSTS)		
	5.0%	\$451,305
TOTAL DEVELOPMENT COST		\$12,832,921
EQUITY REQUIREMENT	15.0%	\$1,924,938
TIC/GSF		\$127.96
TIC/1 BEDROOM UNIT		\$89,571
TIC/2 BEDROOM UNIT		\$127,968
TIC/3 BEDROOM UNIT		\$159,308

OPTION IA

MARKET=0	1
SEC B=0	1
SUBRD=0	1
SUBLAND=0	1
SPR=0	1
MF=RD=0	1
LLC=0	1
UNIT RATE	10.3%
NET	33.0%
MOD	33.0%
LOW	33.0%
DISC. WHITE	5.30%
INFLA PTN	3.00%

RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR) OPERATING PRO FORMA (YEAR 1, FIRST STABILIZED YEAR)

TEENANT INCOME:	Monthly Income/Unit	Yearly Income
Market Rate Units:		
1 Bedroom:	17	\$730
2 Bedrooms:	16	\$1,000
Moderate Income Units:		
2 Bedroom:	22	\$603
3 Bedrooms:	11	\$651
Low Income Units:		
2 Bedroom:	23	\$784
3 Bedrooms:	11	\$825
TOTAL TENANT INCOME:		\$898,146

(See income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	\$3.50 /MSF	(4238,363)
Real Estate Taxes	\$0.35 /MSF	(480,984)
TOTAL EXPENSES:		(4719,347)

NET OPERATING INCOME:

RENTAL INCOME	898,146
LESS: EXPENSES	(4719,347)
NET OPERATING INCOME	426,799

RENTAL COST SERVICES:

Principal	\$10,907,982
Interest Rate	10.5%
Term (Years)	30
BEFORE TAX CASH FLOW (BPP)	(4678,556)

GAP ANALYSIS (YEAR 1)

ASSUMPTIONS:

OPTION	
MARKET=0	1
SHARP=0	1
SUB-IND=0	1
P-SHIP=0	1
CL-IND=0	1
TR-IND=0	1
INFLATION FACTOR	10.5%
	5.0%
OPERATING EXPENSES	(4,719,347)
DEBT SERVICE	(14,197,353)
TENANT INCOME	879,672
GAP W/O SUBSIDY	(4846,031)
GAP FROM ABOVE	(4846,031)

SECTION 8 / CHAPTER 707 INCOME:

SECTION 8 / CHAPTER 707 INCOME	40
BPP	(4846,031)

EXISTING GAP FROM ABOVE:

EXISTING GAP FROM ABOVE	(4878,556)
SHARP INCOME	40
FINAL BEFORE TAX CASH FLOW	(4678,556)
GAP REQUIRED TO BREAK EVEN	(4678,556)
BPP INCLUDING A RETURN ON EQUITY OF 15.00%	157,296

INDICATION - TAX CREDIT (10 YEARS):

Low Income:	40	40
2 Bedrooms:	40	40
3 Bedrooms:	40	40
TOTAL SECTION 8/707 INCOME:		120

INDICATION - TAX CREDIT (10 YEARS):

Low Income:	\$407	\$112,208 *
2 Bedrooms:	\$413	\$35,287 *
TOTAL Syndication:		\$167,475

SHARP PROGRAM:

Moderate Income:	40	40
2 Bedrooms:	40	40
3 Bedrooms:	40	40
Low Income:	40	40
2 Bedrooms:	40	40
3 Bedrooms:	40	40
TOTAL SHARP INCOME:		240

Ia

FIFTEEN YEAR OPERATING PRO FORMA

CALNDAR YEAR	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	200A
INFLATION/YEAR																	
INCOME AND SUBSIDIES:																	
TOTAL TENANT INCOME:	730,612	767,695	805,355	845,844	888,136	932,543	979,170	1,028,128	1,079,535	1,133,511	1,190,187	1,249,636	1,312,181	1,377,790	1,446,680	1,519,014	
TOTAL SECTION 8/CHAPTER 707 INCOME:	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TOTAL TAX SIMULATIONS:	167,415	167,415	167,415	167,415	167,415	167,415	167,415	167,415	167,415	167,415	167,415	167,415	167,415	167,415	167,415	167,415	
TOTAL SHARP INCOME:	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TOTAL INCOME AND SUBSIDIES:	898,146	934,660	972,940	1,013,216	1,055,611	1,100,017	1,146,645	1,195,603	1,247,010	1,300,986	1,390,187	1,249,636	1,312,181	1,377,790	1,446,680	1,519,014	

EXPENSES:

OPERATING EXPENSES #	(298,363)	(313,281)	(328,945)	(345,392)	(362,662)	(380,795)	(399,835)	(419,885)	(440,818)	(462,659)	(485,401)	(510,302)	(535,817)	(562,607)	(594,788)	(629,275)	
REAL ESTATE TAXES #	(80,384)	(85,030)	(89,630)	(94,191)	(98,731)	(103,253)	(107,853)	(112,431)	(117,981)	(123,503)	(129,004)	(134,580)	(140,231)	(145,956)	(151,758)	(157,638)	
TOTAL EXPENSES:	(379,347)	(398,314)	(418,230)	(439,141)	(461,099)	(484,153)	(508,311)	(533,779)	(558,468)	(584,422)	(611,916)	(640,812)	(671,253)	(703,315)	(736,061)	(774,633)	
NET OPERATING INCOME:	518,799	536,346	554,810	574,177	594,512	615,864	638,283	661,824	686,541	712,495	732,271	609,824	640,929	662,475	685,599	710,379	
ANNUAL DEBT SERVICE:	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	
BEFORE TAX CASH FLOW:	(678,551)	(660,990)	(642,540)	(623,173)	(602,838)	(581,486)	(559,067)	(535,526)	(510,809)	(484,854)	(457,079)	(427,526)	(396,427)	(362,880)	(326,761)	(290,074)	
ROTC (IND/00)	4,004	4,184	4,324	4,474	4,634	4,804	4,974	5,164	5,354	5,554	5,764	5,984	6,214	6,454	6,704	6,964	
ROE (IND/00/0001)	-58,254	-34,344	-33,384	-32,374	-31,324	-30,214	-29,044	-27,824	-26,544	-25,194	-23,774	-22,294	-20,754	-19,154	-17,494	-15,774	
SPD TO ACQUIRE ROE OF	15,004	494,730	493,285	491,919	489,584	4870,232	4847,813	4824,272	4799,555	4773,601	4913,425	4893,212	4853,167	4823,621	4790,497	4753,717	

PV OF 15 YR-GAP STRM #	47,813,152
INTEREST RATE	6.90%
NOMINAL VALUE OF GAP STRM 15 YRS	413,035,610
PV OF 15 YR-SPD STRM #	40
PV OF 10 YR-SPD STRM #	41,142,553
PV OF 15 YR SHARP #	40
TOTAL OF PV'S ABOVE	41,142,593

DEBT SERVICE CALCULATION:	410,907,982
PRINCIPAL	10,504 PER YEAR
INTEREST RATE	6.90%
MONTHLY PAYMENT	499,730
YEARLY PAYMENT	61,157,353

RENTAL ANALYSIS PHASE 18 VACANT PARCELS #9 - 14
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12B, R-12B, 33B.
 PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

PARCEL AREA 50,237 GSF
 BUILDING UNITS 100 UNITS
 PARKING SPACES 70 SPACES
 EQUITY REQUIREMENT 15.00% OF TIC EQUITY

UNIT MIX:

MARKET RATE 33.0% (NO INCOME LIMIT)
 MODERATE INCOME 33.0% (NOT MORE THAN 50% OF HIGH MEDIUM INCOME)
 LOW INCOME 33.0% (NOT MORE THAN 50% OF HIGH MEDIUM INCOME)

UNIT COMPOSITION:	NO. UNITS	% ARE	GSF	NSF	EFFICIENCY
MARKET RATE UNITS					
1 BEDROOM UNITS	17	50%	700	595	85.0%
2 BEDROOM UNITS	16	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	33	100%	27,900	23,715	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	22	67%	1,000	850	85.0%
1 BEDROOM UNITS	11	33%	1,275	1,050	85.0%
TOTAL MODERATE RATE UNITS	33	100%	23,825	20,341	85.0%
LOW INCOME					
2 BEDROOM UNITS	23	67%	1,000	850	85.0%
1 BEDROOM UNITS	11	33%	1,275	1,050	85.0%
TOTAL LOW INCOME UNITS	34	100%	24,855	21,191	85.0%
TOTAL	100		100,290	85,247	

DEVELOPMENT PROGRAM:

LAND COST	UNIT COST	TOTAL COST
MARKET RATE UNITS	425,000.00 / (NO) (P/W)	4825,000
MODERATE INCOME UNITS	410,000.00 / (NO) (P/W)	4320,000
LOW INCOME UNITS	45,000.00 / (NO) (P/W)	1170,000
TOTAL LAND COST:		\$11,325,000

HARD COSTS RESIDENTIAL CONSTRUCTION PER GSF \$90 \$9,065,100

TOTAL HARD AND LAND COSTS \$10,351,100

PROJECT RELATED SOFT COSTS	AMOUNT
A/E FEE	\$541,566
LEGAL FEES	4270,783
DEVELOPER'S FEE	435,000
RE TALES DURING CONSTRUCTION	435,000
INSURANCE, TITLE, PERMITS	\$90,261
RENT-UP AND MARKET/LOW-RAD	\$15,800
RENT-UP DEFICIT	\$10,000
CONSTRUCTION INTEREST @	\$594,766
TOTAL PROJECT COSTS	\$12,381,616

TOTAL DEVELOPMENT COST \$12,381,616

CONTINGENCY (4% OF HARD COSTS) \$451,305

TOTAL DEVELOPMENT COST \$12,832,921

EQUITY REQUIREMENT \$1,924,338

TIC/RSF \$127.96

TIC/1 BEDROOM UNIT \$69,571

TIC/2 BEDROOM UNIT \$127,568

TIC/3 BEDROOM UNIT \$159,308

OPTION 1B

MARKET-RATE	0
SEC 8-D	0
SHOP-0	0
SUB-AND-0	1
IND-0	1
MAN-0	1
MFR-0	0
LI-C-0	1
MT WHITE	8.52
MT	33.00
MO	33.00
LOW	33.00
DIS. RATE	6.304
INFLA FTR	5.002

OPERATING PFD FROM YEAR 1, FIRST STABILIZED YEAR

Market Rate Units:	17	4750	\$145,350
2 Bedroom:	16	\$1,000	\$162,400
Moderate Income Units:	22	4873	\$230,538
3 Bedroom:	11	4916	\$128,779
Low Income Units:	23	\$1,087	\$300,064
5 Bedroom:	11	\$1,389	\$172,779
TOTAL INCOME AND SUBSIDIES			\$1,159,950

(See Income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	43.50 /MSF	(238,353)
Real Estate Taxes	44.50 /MSF	(180,504)
TOTAL EXPENSES:		(418,857)
NET OPERATING INCOME:		741,093
ANNUAL DEBT SERVICE:	Principal	\$10,907,982
Interest Rate	8.50%	
Term (Years)	30	
BEFORE TAX CASH FLOW (GBP)		(425,872)

GBP ANALYSIS (YEAR 1)

ASSUMPTIONS:

OPTION MARKET=0	1	0
SEC FEE=0	0	0
SHRP=0	1	0
SUBJUD=0	1	0
MOJAN=0	1	0
MFFI=0	1	0
Inflation Factor		8.3%
		5.0%
OPERATING EXPENSES		(4379,377)
DEBT SERVICE		(161,006,473)
TENANT INCOME		8730,672
GBP W/O SUBSIDY		14655,151
GBP FROM ABOVE		14655,151
SECTION 8 / CHAPTER 707 INCOME		8123,245
GBP		(4531,905)

RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

TENANT INCOME:	Monthly Income/Unit	Yearly Income
Market Rate Units:	4750	\$145,350
2 Bedroom:	\$1,000	\$162,400
Moderate Income Units:	4835	\$179,258
3 Bedroom:	4685	\$185,999
Low Income Units:	4397	\$104,983
5 Bedroom:	4428	\$151,671
TOTAL TENANT INCOME:		8730,672

SECTION 8/CHAPTER 707 SUBSIDY INCOME

Low Income:	4273	\$71,581
3 Bedroom:	4412	\$81,665
TOTAL SECTION 8/707 INCOME:		\$123,245

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	8181	\$40,870.8
3 Bedroom:	8166	\$41,363.4
TOTAL Syndication		974,433

SHARP PROGRAM:

Moderate Income:	4270	\$71,780
3 Bedroom:	4323	\$42,300
Low Income:	4370	\$71,530
5 Bedroom:	4325	\$42,300
TOTAL SHARP INCOME:		\$231,600

EXISTING GAP FROM ABOVE

SHRP INCOME	\$231,600
FINAL BEFORE TAX CASH FLOW	(425,872)
GBP REQUIRED TO BREAK EVEN	(425,872)
GBP INCLUDING A RETURN ON EQUITY OF 6.60%	\$352,918

TAX CREDIT INCOME

TAX CREDIT INCOME	\$74,433
-------------------	----------

FIFTEEN YEAR OPERATING PRO FORM

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	18
CALENDAR YEAR PRO FORMA																	
INVENTORY YEAR 5.0%																	
INCOME AND SUBSIDIES:																	
TOTAL TENANT INCOME:	730,672	767,205	805,565	845,844	888,136	932,543	979,170	1,028,128	1,079,525	1,133,911	1,190,187	1,249,656	1,312,181	1,377,790	1,446,680	1,519,014	
TOTAL SECTION B/CHAPTER 707 INCOME:	123,245	123,408	135,878	142,672	149,606	157,296	165,161	173,419	182,090	191,194	200,754	210,791	221,331	232,398	244,017	256,218	
TOTAL TAX SUBSIDIZATION:	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	0
TOTAL SHARP INCOME:	231,600	220,020	203,019	198,568	188,540	179,208	170,247	161,735	153,648	145,966	138,667	131,734	92,214	64,359	45,165	0	
TOTAL INCOME AND SUBSIDIES:	1,159,950	1,191,066	1,224,896	1,261,517	1,301,014	1,343,479	1,389,011	1,437,715	1,489,706	1,545,105	1,603,608	1,665,222	1,735,726	1,814,738	1,905,982	1,975,232	
EXPENSES:																	
DEPARTMENTAL EXPENSES @																	
REAL ESTATE TAXES @	298,353	(313,281)	(328,945)	(345,309)	(363,622)	(383,785)	(404,825)	(426,851)	(449,810)	(473,751)	(498,619)	(524,459)	(551,299)	(579,077)	(607,853)	(637,678)	(650,275)
TOTAL EXPENSES:	(89,852)	(104,042)	(119,057)	(134,037)	(149,020)	(164,010)	(179,027)	(194,061)	(209,110)	(224,183)	(239,271)	(254,384)	(269,532)	(284,724)	(299,959)	(315,281)	(330,700)
NET OPERATING INCOME:	1,070,098	1,087,024	1,105,839	1,127,480	1,151,994	1,179,469	1,219,984	1,243,654	1,279,596	1,320,922	1,364,337	1,411,848	1,467,294	1,535,014	1,606,023	1,669,951	(18,841)
ANNUAL DEBT SERVICE:	780,603	792,752	806,565	822,375	839,916	859,326	880,650	903,936	929,238	956,613	911,632	943,410	944,474	969,422	984,801	966,397	
BEFORE TAX CASH FLOW:	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475	1,066,475
POST TAX CASH FLOW:	(225,872)	(213,724)	(199,810)	(184,100)	(166,560)	(147,149)	(125,826)	(102,539)	(77,238)	(49,629)	(14,783)	(163,853)	(62,082)	(17,653)	(21,674)	(19,078)	(10,352)
ROI (18%/170%)	6.08%	6.18%	6.28%	6.38%	6.48%	6.58%	6.68%	6.78%	6.88%	6.98%	7.08%	7.18%	7.28%	7.38%	7.48%	7.58%	7.68%
ROI (16.17%/111%)	-11.73%	-11.10%	-10.56%	-9.98%	-9.38%	-8.76%	-8.14%	-7.54%	-6.95%	-6.38%	-5.82%	-5.28%	-4.76%	-4.26%	-3.78%	-3.32%	-2.88%
ERP TO ACHIEVE RBE OF 6.50%	632,918	640,769	652,856	631,146	623,606	6274,195	6252,871	6229,585	6204,284	6176,508	6221,823	6190,111	6169,048	6174,099	6168,720	6146,324	
PV OF 15 YR ERP STR @ 6.50%	42,339,147																
NOMINAL VALUE OF ERP STREAM 15 YRS	43,686,946																
DEBT SERVICE CALCULATION:																	
PRINCIPAL																	
INTEREST																	
MONTHLY PAYMENT	83,823																
YEARLY PAYMENT	1,005,876																

TOTAL OF PV'S ABOVE
\$1,391,383

PV OF 15 YR ERP STR @ 6.50%
PV OF 10 YR TRK 5% @ 6.50%
PV OF 15 YR SHARP @ 6.50%

\$10,307,982
B. 5.0% PER YEAR
PERIOD 1985
83,823
\$1,005,876

RENTAL ANALYSIS PHASE 1B VACANT PARCELS 49 - 14
 PARCEL DESCRIPTION: R11-C, R2-7A, R-12A, R-12B, R-12C, 33B.
 PREPARED BY THE HOUSTON REDEVELOPMENT AUTHORITY
 DEVELOPMENT PROGRAM:

PARCEL AREA 50,237 BSF
 PARCEL UNITS 10 UNITS
 PARKING SPACES 70 SPACES
 EQUITY REQUIREMENT 15.00% OF TIC EQUITY

UNIT MIX:
 MARKET RATE 33.0% (NO INCOME LIMIT)
 MODERATE INCOME 33.0% (NO INCOME LIMIT)
 LOW INCOME 33.0% (NO INCOME LIMIT)

UNIT COMPOSITION:	NO. UNITS	3 BEE	BSF	MSF	EFFICIENCY
MARKET RATE UNITS	17	50%	700	595	85.0%
2 BEDROOM UNITS	16	50%	1,000	650	85.0%
TOTAL MARKET RATE UNITS	33	100%	27,900	23,715	85.0%
MODERATE INCOME	22	67%	1,000	650	85.0%
2 BEDROOM UNITS	11	33%	1,245	1,058	85.0%
3 BEDROOM UNITS	33	100%	35,695	30,341	85.0%
TOTAL MODERATE RATE UNITS					
LOW INCOME	23	67%	1,000	650	85.0%
2 BEDROOM UNITS	11	33%	1,245	1,058	85.0%
3 BEDROOM UNITS	34	100%	36,695	31,191	85.0%
TOTAL LOW INCOME UNITS					
TOTAL	100		100,290	85,247	

DEVELOPMENT PRO FORM:	UNIT COST	TOTAL COST
LAND COST		
MARKET RATE UNITS	\$25,000.00 / (NO IFRM)	\$425,000
MODERATE INCOME UNITS	\$0.00 / (NO IFRM)	\$0
LOW INCOME UNITS	\$0.00 / (NO IFRM)	\$0
TOTAL LAND COST:		\$425,000
HRSD COSTS		
RESIDENTIAL CONSTRUCTION PER BSF	990	99,024,100
TOTAL HRSD AND LAND COSTS		99,024,100

PROJECT RELATED SOFT COSTS	PER UNIT	TOTAL
PERMITS	5.0%	\$25,000
LEGAL FEES	5.0%	\$25,000
ACCOUNTING FEES	0.34%	\$1,670
DEVELOPER'S FEE	4.0%	\$20,000
RENTAL DURING CONSTRUCTION	1.0%	\$5,000
RENT-UP AND MARKETING/MARKET	\$600 / UNIT	\$13,800
RENT-UP AND MARKETING/LOW-MOD	\$300 / UNIT	\$6,900
RENT-UP DEFICIT	10.0%	\$50,000
CONSTRUCTION INTEREST @		\$483,161
TOTAL SOFT COSTS		\$2,000,562
TOTAL PROJECT COSTS		\$11,051,662
CONTINGENCY (% OF HRSD COSTS)	5.0%	\$495,305
TOTAL DEVELOPMENT COST		\$12,302,967
EQUITY REQUIREMENT	15.0%	\$1,845,445
TIC/BSF		\$122.67
TIC/1 BEDROOM UNIT		\$85.872
TIC/2 BEDROOM UNIT		\$122.674
TIC/3 BEDROOM UNIT		\$197.729

OPTION	IC
MARKET F=0	1
SEL B=0	0
STRIP=0	0
P-SHIP=0	0
80-LAND=0	1
MPFD=0	0
MPFD=0	0
INT RATE	8.5%
INT	33,000
MOD	33,000
MARKET	33,000
USE, RATE	5.00%
INFLA FTR	5.00%



RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

TEENYIT INCOME:	Monthly Income/Unit	Yearly Income
Market Rate Units:		
1 Bedroom:	4750	\$115,250
2 Bedroom:	41,000	\$124,400
Moderate Income Units:		
2 Bedroom:	4525	\$135,250
3 Bedroom:	4625	\$165,175
Low Income Units:		
2 Bedroom:	4377	\$104,993
3 Bedroom:	4425	\$134,611
TOTAL TEENYIT INCOME:		\$730,672

OPERATING AND FORM (YEAR 1, FIRST STABILIZED YEAR)

TOTAL INCOME AND SUBSIDIES:	Market Rate Units:	17	750	\$115,250
1 Bedroom:	16 <td></td> <td>41,000</td> <td>\$124,400</td>		41,000	\$124,400
2 Bedroom:	22		4750	\$135,250
3 Bedroom:	11 <td></td> <td>4625</td> <td>\$165,175</td>		4625	\$165,175
Low Income Units:	23		41,007	\$99,914
2 Bedroom:	11		41,309	\$172,735
3 Bedroom:				
TOTAL INCOME AND SUBSIDIES				\$1,199,756

(See Income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	43.50 / NSF	(459,363)
Real Estate Taxes	40.35 / NSF	(160,584)
TOTAL EXPENSES:		(619,947)

NET OPERATING INCOME:

ANNUAL RENT SERVICE:	410,457,522
Principal Rate	6.5%
Term (Years)	30
BEFORE TAX CASH FLOW (GBP)	(4184,562)

GBP ANALYSIS (YEAR 1)

ASSUMPTIONS:

OPTION	1
MARKET=0	0
SHARP=0	0
SUB-AND=0	0
P-SUB=0	1
MARKET=0	0
INFLATION FACTOR	6.5%
OPERATING EXPENSES	5.0%
DEBT SERVICE	(1954,912)
TEENYIT INCOME	4730,672
GBP 0/0 SUBSIDY	(4613,307)
GBP FROM ABOVE	(4613,307)
SECTION 8 / CHAPTER 707 INCOME	6123,215
GBP	(1490,342)

EXPENSES:

Operating Expenses	43.50 / NSF	(459,363)
Real Estate Taxes	40.35 / NSF	(160,584)
TOTAL EXPENSES:		(619,947)

NET OPERATING INCOME:

ANNUAL RENT SERVICE:	410,457,522
Principal Rate	6.5%
Term (Years)	30
BEFORE TAX CASH FLOW (GBP)	(4184,562)

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	4180	\$19,740 *
2 Bedroom:	4185	\$24,195 *
3 Bedroom:		
TOTAL Syndication		\$74,239

SHARP PROGRAM:

Moderate Income:	4270	\$71,280
2 Bedroom:	4325	\$44,500
3 Bedroom:		
Low Income:	4270	\$71,280
2 Bedroom:	4325	\$44,500
3 Bedroom:		
TOTAL SHARP INCOME:		\$231,600

TEENYIT INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

TEENYIT INCOME:	Monthly Income/Unit	Yearly Income
Market Rate Units:		
1 Bedroom:	4750	\$115,250
2 Bedroom:	41,000	\$124,400
Moderate Income Units:		
2 Bedroom:	4525	\$135,250
3 Bedroom:	4625	\$165,175
Low Income Units:		
2 Bedroom:	4377	\$104,993
3 Bedroom:	4425	\$134,611
TOTAL TEENYIT INCOME:		\$730,672

OPERATING AND FORM (YEAR 1, FIRST STABILIZED YEAR)

TOTAL INCOME AND SUBSIDIES:	Market Rate Units:	17	750	\$115,250
1 Bedroom:	16		41,000	\$124,400
2 Bedroom:	22		4750	\$135,250
3 Bedroom:	11		4625	\$165,175
Low Income Units:	23		41,007	\$99,914
2 Bedroom:	11		41,309	\$172,735
3 Bedroom:				
TOTAL INCOME AND SUBSIDIES				\$1,199,756

(See Income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	43.50 / NSF	(459,363)
Real Estate Taxes	40.35 / NSF	(160,584)
TOTAL EXPENSES:		(619,947)

NET OPERATING INCOME:

ANNUAL RENT SERVICE:	410,457,522
Principal Rate	6.5%
Term (Years)	30
BEFORE TAX CASH FLOW (GBP)	(4184,562)

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	4180	\$19,740 *
2 Bedroom:	4185	\$24,195 *
3 Bedroom:		
TOTAL Syndication		\$74,239

SHARP PROGRAM:

Moderate Income:	4270	\$71,280
2 Bedroom:	4325	\$44,500
3 Bedroom:		
Low Income:	4270	\$71,280
2 Bedroom:	4325	\$44,500
3 Bedroom:		
TOTAL SHARP INCOME:		\$231,600

I C

FIFTEEN YEAR OPERATING PRO FORMA

	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
INCOME AND SUBSIDIES:																
TOTAL TENANT INCOME:	730,672	767,205	805,565	845,844	888,136	932,543	979,170	1,028,128	1,079,535	1,133,511	1,190,187	1,249,636	1,312,101	1,377,790	1,446,680	1,519,014
TOTAL SECTION 8/DCHAPTER 707 INCOME:	123,245	129,408	135,078	142,672	149,806	157,296	165,161	173,419	182,090	191,194	200,754	210,791	221,331	232,398	244,017	256,218
TOTAL TAX SUBSIDIZATION:	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239
TOTAL SHARP INCOME	231,600	229,020	239,019	190,568	168,640	179,208	170,247	161,735	153,646	145,366	139,657	131,734	92,214	64,350	45,185	0
TOTAL INCOME AND SUBSIDIES:	1,159,756	1,190,872	1,224,702	1,261,323	1,300,821	1,343,286	1,389,817	1,437,321	1,485,512	1,534,911	1,584,608	1,592,222	1,625,726	1,674,738	1,735,882	1,775,232

EXPENSES:	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
OPERATING EXPENSES @ 83.50 /HSF	(290,363)	(313,281)	(324,945)	(345,392)	(362,662)	(380,755)	(399,835)	(419,885)	(440,818)	(462,639)	(486,001)	(510,302)	(535,817)	(562,607)	(590,738)	(620,215)
REAL ESTATE TAXES @ 40.55 /HSF	(86,384)	(89,033)	(91,749)	(94,571)	(97,509)	(100,559)	(103,721)	(106,993)	(110,381)	(113,891)	(117,521)	(121,274)	(125,147)	(129,147)	(133,276)	(137,537)
TOTAL EXPENSES:	(376,747)	(402,314)	(416,694)	(439,963)	(460,171)	(481,314)	(500,616)	(520,878)	(541,200)	(562,530)	(588,522)	(614,576)	(641,264)	(668,754)	(697,014)	(727,752)

NET OPERATING INCOME:	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
MARKET DEBT SERVICE/DEI	(184,528)	(172,354)	(159,400)	(142,730)	(125,190)	(105,779)	(84,453)	(61,159)	(35,860)	(10,452)	(53,219)	(21,362)	(20,438)	(5,491)	19,889	21,686
BEFORE TAX CASH FLOW:	6,314	6,445	6,364	6,594	6,633	6,984	7,164	7,353	7,774	7,415	7,674	7,688	7,604	8,006	8,024	8,024
ROIC (IND/IDCI)	-10.00%	-3.34%	-8.35%	-7.73%	-8.16%	-3.73%	-4.38%	-3.31%	-1.94%	-0.46%	-2.88%	-1.17%	-1.11%	-0.30%	1.08%	1.16%
GPW TO ACHIEVE ROE OF 6.00%	836,301	829,153	830,239	824,529	824,989	827,579	826,225	812,369	815,657	815,019	814,301	814,237	812,289	810,910	810,910	810,910

PV OF 15 YR GAP STRM @ 6.30%	\$1,925,496
MINIMAL VALUE OF GAP STREAM 15 YRS	42,966,729
DEBT SERVICE CALCULATION:	\$10,457,522
PRINCIPAL - 8.00% PER YEAR	8,366,658
INTEREST RATE - 8.00%	11,503,694
RENTAL PAYMENT	6,904,912
YEARLY PAYMENT	6,904,912

PV OF 15 YR SAUCH/707 @ 6.30%	\$1,479,720
PV OF 10 YR TRM SHRD @ 6.30%	6,504
PV OF 15 YR SHRD @ 6.30%	6,504
TOTAL OF PW8 ABOVE	\$1,490,071

OPERATING PRO FORM (YEAR 1, FIRST STABILIZED YEAR)

TOTAL INCOME AND SUBSIDIES:	
Market Rate Units:	
2 Bedroom	32
2 Bedroom	32
	4750
	6272,600
	61,000
	634,800
Moderate Income Units:	
2 Bedroom	12
2 Bedroom	6
	4373
	1025,718
	9316
	970,254
Low Income Units:	
2 Bedroom	12
3 Bedroom	6
	4907
	1030,336
	61,123
	669,836
TOTAL INCOME AND SUBSIDIES ===== 41,045,794	

(See Income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	43.50 / NSF	(4271,687)
Real Estate Taxes	40.95 / NSF	(1715,372)
TOTAL EXPENSES: =====		11,833,059
NET OPERATING INCOME:		6322,735
ANNUAL REB SERVICE:		910,566,587
Principal Rate	6.50%	
Term (Years)	30	
BEFORE TAX CASH FLOW (GBP)		14284,094

BP ANALYSIS (YEAR 1)

ASSUMPTIONS:

OPTION	1	
SEF=0	0	
SHRP=0	0	
SUBLINE=0	0	
P-SUB=0	0	
MF=0	0	
Inflation	6.3%	
Inflation Factor	5.0%	
OPERATING EXPENSES		(4333,059)
REB SERVICE		(1976,830)
TENANT INCOME		4655,707
BP W/O SUBSIDY		(4174,181)
BP FROM ABOVE		(4174,181)
SECTION 8 / CHAPTER 707 INCOME		465,327
BP		(1440,634)

RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

MONTHLY INCOME/UNIT	YEARLY INCOME	
TENANT INCOME:		
Market Rate Units:		
2 Bedroom	4750	
2 Bedroom	6272,600	
	61,000	
	634,800	
Moderate Income Units:		
2 Bedroom	4373	
2 Bedroom	1025,718	
	9316	
	970,254	
Low Income Units:		
2 Bedroom	4907	
3 Bedroom	1030,336	
	61,123	
	669,836	
TOTAL TENANT INCOME:		4655,707
SECTION 8/CHAPTER 707 SUBSIDY INCOME		
Low Income:	4273	
2 Bedroom:	837,346	
3 Bedroom:	828,181	
	4412	
TOTAL SECTION 8/707 INCOME: =====		465,327

SYNDICATION - THE CREDIT (10 YEARS):

Low Income:	40	
2 Bedroom:	40	
3 Bedroom:	40	
TOTAL Syndication: =====		60

SHRP PROGRAM:

Moderate Income:		
2 Bedroom	4370	
3 Bedroom	8325	
	431,480	
	424,000	
Low Income:		
2 Bedroom:	4270	
3 Bedroom:	8325	
	431,480	
	424,000	
TOTAL SHRP INCOME: =====		1124,560

BP FROM ABOVE

BP FROM ABOVE	(1440,634)
TAX CREDIT INCOME	40
BP	(1440,634)

EXISTING BP FROM ABOVE

EXISTING BP FROM ABOVE	(1440,634)
SHRP INCOME	1124,560
FINAL BEFORE TAX CASH FLOW	(4284,094)
BP REQUIRED TO BREAK EVEN	(4284,094)
BP INCLUDING A RETURN ON EQUITY OF 6.50%	4407,398

SEVERAL OTHER UNITS W/ UNUSUAL PARCELS #9 - 14
 MARKET RESTRICTION: R1-1, R6-1A, R8-1A, R1-2A, R3B.
 PREPARED BY THE REGIONAL DEVELOPMENT AUTHORITY

OPTION IE
 CENRPT-0
 SHRP-0
 SURLAND-0
 P-SUP-0
 RFD-0
 TIF-0
 INT RATE
 MTD
 LOM
 DISC RATE
 INFLA FTR

1
 0
 0
 1
 0
 1
 1
 1
 6.5%
 25.00%
 25.00%
 5.50%
 5.0%

DEVELOPMENT PROGRAM:
 PARCEL AREA 50,237 GSF
 NUMBER OF UNITS 100 UNITS
 PARKING SPACES 70 SPACES
 EQUITY REQUIREMENT 15.00% OF TIC EQUITY

UNIT MIX:
 MARKET RATE 50.0% (NO INCOME LIMIT)
 1 BEDROOM UNITS 700
 2 BEDROOM UNITS 1,000
 3 BEDROOM UNITS 300
 TOTAL MARKET RATE UNITS 4,300 34,125 85.0%

UNIT COMPOSITION:	NO. UNITS	%	RSE	ESF	NSF	EFFICIENCY
MARKET RATE UNITS	25	50%	700	595	85.0%	
1 BEDROOM UNITS	50	50%	1,000	850	85.0%	
2 BEDROOM UNITS	25	100%	4,300	34,125	85.0%	
Moderate Income	17	67%	1,000	850	85.0%	
TOTAL MARKET RATE UNITS	25	100%	24,500	24,916	85.0%	
LOW INCOME	17	67%	1,000	850	85.0%	
1 BEDROOM UNITS	4	37%	1,215	1,054	85.0%	
2 BEDROOM UNITS	25	100%	25,560	22,916	85.0%	
TOTAL	100		96,420	81,357		

DEVELOPMENT PRO FORM:

LAND COST	UNIT COST	TOTAL COST
MARKET RATE UNITS	\$25,000.00 / (U) (FPA)	\$1,250,000
Moderate Income Units	\$0.00 / (U) (FPA)	40
LOW INCOME UNITS	\$0.00 / (U) (FPA)	40
TOTAL LAND COST:		\$1,250,000
MARKET COSTS	690	\$4,677,800
RESIDENTIAL CONSTRUCTION PER GSF		\$9,327,800

TOTAL HARD AND LAND COSTS
 LEGAL FEES
 A/E FEE
 PROJECT RELATED SOFT COSTS
 REVENUE FEES
 REVENUE FEES
 REVENUE FEES
 REVENUE FEES
 INSURANCE, TITLE, PERMITS
 RENT-UP AND MARKETING/MARKET
 RENT-UP AND MARKETING/LOW-MOD
 RENT-UP DEF GCT

6.0% OF HC	\$320,668
3.0% OF HC	\$160,334
0.0% OF HC	\$0
0.0% OF HC	\$0
4.0% OF HC	\$160,334
4.0% OF HC	\$160,334
1.0% OF HC	\$50,167
\$500 / UNIT	\$8,500,000
\$500 / UNIT	\$8,500,000
10.0%	\$1,250,000
CONSTRUCTION INTEREST @ 10.0%	\$486,969
TOTAL SOFT COSTS	\$2,017,774
TOTAL PROJECT COSTS	\$11,945,574
CONTINGENCY (4% OF HARD COSTS)	\$433,690
TOTAL DEVELOPMENT COST	\$12,379,264
EQUITY REQUIREMENT	\$1,856,915
TIC/GSF	\$126.39
TIC/1 BEDROOM UNIT	\$93.874
TIC/2 BEDROOM UNIT	\$115.803
TIC/3 BEDROOM UNIT	\$153.846



I (e)

OPERATING PRO FORMA YEAR 1, FIRST STABILIZED YEAR

TOTAL INCOME AND SUBSIDIES:	
Market Rate Units:	
1 Bedroom:	25
2 Bedroom:	25
	\$750
	\$213,750
	\$1,000
	\$285,000
Moderate Income Units:	
2 Bedroom:	17
3 Bedroom:	6
	\$873
	\$170,143
	\$976
	\$953,672
Low Income Units:	
2 Bedroom:	17
3 Bedroom:	6
	\$1,086
	\$221,454
	\$1,310
	\$125,804
	\$1,177,633

Use income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses: \$3,50 /MSF (4256,650)

Rent Rental Taxes: \$6.25 /MSF (1771,659)

TOTAL EXPENSES: (18,864,709)

NET OPERATING INCOME: 4753,125

ANNUAL DEBT SERVICE: (4970,399)

Principal: \$10,222,319

Interest Rate: 8.0%

Term (Years): 30

BEFORE TAX CASH FLOW (BPP): (1217,784)

OP ANALYSIS (YEAR 1)

ASSUMPTIONS:

OPTION	1
MARKET=0	0
SHARP=0	0
SUBSIDY=0	0
S&B=0	1
P-SH=0	1
W/O=0	1
INFLATION	0
INFLATION FACTOR	0.54
	5.04
OPERATING EXPENSES	(18,864,709)
DEBT SERVICE	(4970,399)
TENANT INCOME	\$800,257
BP W/O SUBSIDY	(1433,360)
BP FROM ABOVE	(1433,360)
SECTION 8 / CHAPTER 707 INCOME	\$94,182
BP	(1444,678)
BP FROM ABOVE	(1444,678)
TAX CREDIT INCOME	\$54,534
BP	(1439,344)
EXISTING BP FROM ABOVE	(1439,344)
SHARP INCOME	\$172,560
FINAL BEFORE TAX CASH FLOW	(1217,784)
BP REQUIRED TO BREAK EVEN	(1217,784)
BP INCLUDING A RETURN ON EQUITY OF 6.0%	\$300,341

RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

TENANT INCOME:	Monthly Income/Unit	Yearly Income
Market Rate Units:		
1 Bedroom:	\$750	\$213,750
2 Bedroom:	\$1,000	\$285,000
Moderate Income Units:		
2 Bedroom:	\$873	\$170,143
3 Bedroom:	\$976	\$953,672
Low Income Units:		
2 Bedroom:	\$1,086	\$221,454
3 Bedroom:	\$1,310	\$125,804
TOTAL TENANT INCOME:		\$800,257
SECTION 8/CHAPTER 707 SUBSIDY INCOME		
Low Income:	\$273	\$52,907
Moderate:	\$412	\$37,274
3 Bedroom:		\$94,182
TOTAL SECTION 8/707 INCOME:		\$94,182

SINDICATION - TAX CREDIT (10 YEARS):

Low Income:	\$179	\$36,538 *
2 Bedroom:	\$187	\$17,996 *
3 Bedroom:		\$54,534
TOTAL Syndication:		\$109,068
SHARP PROGRAM:		
Moderate Income:	\$209	\$55,000
2 Bedroom:	\$263	\$31,200
3 Bedroom:		\$172,560
Low Income:	\$279	\$55,000
2 Bedroom:	\$263	\$31,200
3 Bedroom:		\$172,560
TOTAL SHARP INCOME:		\$1,000,320

BEFORE TAX CASH FLOW (BPP)

BP FROM ABOVE	(1444,678)
TAX CREDIT INCOME	\$54,534
BP	(1439,344)
EXISTING BP FROM ABOVE	(1439,344)
SHARP INCOME	\$172,560
FINAL BEFORE TAX CASH FLOW	(1217,784)
BP REQUIRED TO BREAK EVEN	(1217,784)
BP INCLUDING A RETURN ON EQUITY OF 6.0%	\$300,341

BEFORE TAX CASH FLOW (BPP)

BP FROM ABOVE	(1444,678)
TAX CREDIT INCOME	\$54,534
BP	(1439,344)
EXISTING BP FROM ABOVE	(1439,344)
SHARP INCOME	\$172,560
FINAL BEFORE TAX CASH FLOW	(1217,784)
BP REQUIRED TO BREAK EVEN	(1217,784)
BP INCLUDING A RETURN ON EQUITY OF 6.0%	\$300,341



DEVELOPMENT PROPERTY

PRICE/AREA 50,237 BSF
 TOTAL UNITS 17
 PARKING SPACES 33
 EQUITY REQUIREMENT 10.00% OF IDC EQUITY

UNIT MIX:

MARKET RATE 33.0% (NO INCOME LIMIT)
 MODERATE INCOME 33.0% (NO INCOME LIMIT)
 LOW INCOME 33.0% (NO INCOME LIMIT)

MARKET RATE UNITS	NO. UNITS	% RE	BSF	MSF EFFICIENCY
17	50%	700	395	85.0%
33	100%	271,900	23,715	85.0%
TOTAL MARKET RATE UNITS				
MODERATE INCOME UNITS	22	67%	1,000	85.0%
5	11	1,245	1,050	85.0%
TOTAL MODERATE RATE UNITS	33	100%	25,635	85.0%
LOW INCOME UNITS	23	67%	1,000	85.0%
3	33%	1,245	1,050	85.0%
TOTAL LOW INCOME UNITS	34	100%	36,635	85.0%
TOTAL	100		100,250	85.0%

DEVELOPMENT PRO FORMA:

LAND COST	UNIT COST	TOTAL COST
MARKET RATE UNITS	\$25,000.00 /BU (FIRM)	\$825,000
MODERATE INCOME UNITS	\$10,000.00 /BU (FIRM)	\$330,000
LOW INCOME UNITS	\$5,000.00 /BU (FIRM)	\$170,000
TOTAL LAND COST		\$1,325,000

MARKET RATE UNITS	MODERATE INCOME UNITS	LOW INCOME UNITS	TOTAL
17	22	23	62
33	5	3	41
TOTAL MARKET RATE UNITS			103
TOTAL MODERATE RATE UNITS			27
TOTAL LOW INCOME UNITS			26
TOTAL			156

MARKET RATE UNITS	MODERATE INCOME UNITS	LOW INCOME UNITS	TOTAL
17	22	23	62
33	5	3	41
TOTAL MARKET RATE UNITS			103
TOTAL MODERATE RATE UNITS			27
TOTAL LOW INCOME UNITS			26
TOTAL			156

MARKET RATE UNITS 17
 MODERATE INCOME UNITS 22
 LOW INCOME UNITS 23
 TOTAL UNITS 62

MARKET RATE UNITS 33
 MODERATE INCOME UNITS 5
 LOW INCOME UNITS 3
 TOTAL UNITS 41

MARKET RATE UNITS 23
 MODERATE INCOME UNITS 3
 LOW INCOME UNITS 3
 TOTAL UNITS 29

MARKET RATE 0
 SEC B-D 1
 SEC C 1
 SEC D 1
 P-SHIP=0 1
 \$0.000=0 1
 \$1.000=0 1
 \$2.000=0 1
 \$3.000=0 1
 \$4.000=0 1
 \$5.000=0 1
 \$6.000=0 1
 \$7.000=0 1
 \$8.000=0 1
 \$9.000=0 1
 \$10.000=0 1
 \$11.000=0 1
 \$12.000=0 1
 \$13.000=0 1
 \$14.000=0 1
 \$15.000=0 1
 \$16.000=0 1
 \$17.000=0 1
 \$18.000=0 1
 \$19.000=0 1
 \$20.000=0 1
 \$21.000=0 1
 \$22.000=0 1
 \$23.000=0 1
 \$24.000=0 1
 \$25.000=0 1
 \$26.000=0 1
 \$27.000=0 1
 \$28.000=0 1
 \$29.000=0 1
 \$30.000=0 1
 \$31.000=0 1
 \$32.000=0 1
 \$33.000=0 1
 \$34.000=0 1
 \$35.000=0 1
 \$36.000=0 1
 \$37.000=0 1
 \$38.000=0 1
 \$39.000=0 1
 \$40.000=0 1
 \$41.000=0 1
 \$42.000=0 1
 \$43.000=0 1
 \$44.000=0 1
 \$45.000=0 1
 \$46.000=0 1
 \$47.000=0 1
 \$48.000=0 1
 \$49.000=0 1
 \$50.000=0 1
 \$51.000=0 1
 \$52.000=0 1
 \$53.000=0 1
 \$54.000=0 1
 \$55.000=0 1
 \$56.000=0 1
 \$57.000=0 1
 \$58.000=0 1
 \$59.000=0 1
 \$60.000=0 1
 \$61.000=0 1
 \$62.000=0 1
 \$63.000=0 1
 \$64.000=0 1
 \$65.000=0 1
 \$66.000=0 1
 \$67.000=0 1
 \$68.000=0 1
 \$69.000=0 1
 \$70.000=0 1
 \$71.000=0 1
 \$72.000=0 1
 \$73.000=0 1
 \$74.000=0 1
 \$75.000=0 1
 \$76.000=0 1
 \$77.000=0 1
 \$78.000=0 1
 \$79.000=0 1
 \$80.000=0 1
 \$81.000=0 1
 \$82.000=0 1
 \$83.000=0 1
 \$84.000=0 1
 \$85.000=0 1
 \$86.000=0 1
 \$87.000=0 1
 \$88.000=0 1
 \$89.000=0 1
 \$90.000=0 1
 \$91.000=0 1
 \$92.000=0 1
 \$93.000=0 1
 \$94.000=0 1
 \$95.000=0 1
 \$96.000=0 1
 \$97.000=0 1
 \$98.000=0 1
 \$99.000=0 1
 \$100.000=0 1

II (a)

BEHALF INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)		GAP ANALYSIS (YEAR 1)	
	Monthly Income/Unit	Yearly Income	
TENANT INCOME:			
Market Rate Units:			
1 Bedroom:	970	\$125,250	0
2 Bedroom:	91,000	\$182,400	1
Moderate Income Units:			
2 Bedroom:	4525	\$139,250	1
3 Bedroom:	6655	\$85,859	1
Low Income Units:			
2 Bedroom:	4397	\$104,693	10.56
3 Bedroom:	4826	\$51,611	3.06
TOTAL TENANT INCOME:		\$730,672	(6379,347)
SECTION 8/CHAPTER 707 SUBSIDY INCOME			
Low Income:	40	40	(6884,377)
2 Bedroom:	40	40	
3 Bedroom:	40	40	
TOTAL SECTION 8/707 INCOME:		120	
SYNDICATION - TAX CREDIT (10 YEARS):			
Low Income:	4385	\$109,661 #	
2 Bedroom:	6407	\$53,717 #	
3 Bedroom:			
TOTAL Syndication:		\$162,778	
SHARP PROGRAM:			
Moderate Income:	40	40	(6884,377)
2 Bedroom:	40	40	
3 Bedroom:	40	40	
Low Income:	40	40	
2 Bedroom:	40	40	
3 Bedroom:	40	40	
TOTAL SHARP INCOME:		120	
ASSUMPTIONS:			
OPTION			
MARKET F=0			
SUB F=0			
SUB G=0			
SUB H=0			
P-SUB=0			
40.00=0			
40.00=0			
Inflation Rate		10.56	
INFLATION FACTOR		3.06	
OPERATING EXPENSES			
DEBT SERVICE			(61,235,902)
TENANT INCOME			730,672
GAP W/O SUBSIDY			(6884,377)
GAP FROM ABOVE (6884,377)			
SECTION 8 / CHAPTER 707 INCOME			
			40
GAP			(6884,377)
EXISTING GAP FROM ABOVE (6884,377)			
SHARP INCOME			40
FINAL BEFORE TAX CASH FLOW			(6844,377)
GAP REQUIRED TO BREAK EVEN			(6844,377)
GAP INCLUDING A RETURN ON EQUITY OF 10.00% 1999,452			
OPERATING PRO FORMA (YEAR 1, FIRST STABILIZED YEAR)			
TOTAL INCOME AND SUBSIDIES:			
Market Rate Units:	17	4750	\$125,250
1 Bedroom:	16	91,000	\$182,400
2 Bedroom:			
Moderate Income Units:	22	4603	\$139,250
2 Bedroom:	11	4651	\$85,859
3 Bedroom:			
Low Income Units:	23	4772	\$123,154
2 Bedroom:	11	4814	\$107,380
3 Bedroom:			
TOTAL INCOME AND SUBSIDIES			4853,419
(See income schedule for specific subsidy breakdowns)			
EXPENSES:			
Operating Expenses	43.50 /USF		(6288,323)
Tenant Taxes	60.25 /USF		(680,384)
TOTAL EXPENSES:			(6379,347)
NET OPERATING INCOME:			4514,102
ANNUAL DEBT SERVICE:			(61,235,902)
Principal	\$11,259,147		
Interest Rate	10.56		
Term (Years)	30		
BEFORE TAX CASH FLOW (GAP)			(4721,800)

RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

MONTHLY INCOME	MONTHLY INCOME/UNIT	MONTHLY INCOME
MARKET RATE UNITS:		
1 Bedroom:	8750	\$145,350
2 Bedroom:	41,000	\$182,400
Moderate Income Units:		
2 Bedroom:	4635	\$139,258
3 Bedroom:	4685	\$85,899
Low Income Units:		
2 Bedroom:	3397	\$104,093
3 Bedroom:	4428	\$51,571
TOTAL TENANT INCOME:		\$730,672

SECTION 8/CHAPTER 707 SUBSIDY INCOME

Low Income:	4273	\$71,301
3 Bedroom:	4412	\$51,665
TOTAL SECTION 8/707 INCOME:		\$123,245

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	4176	\$44,472
3 Bedroom:	4181	\$23,815
TOTAL SYNDICATION:		\$72,346

SHARP PROGRAM:

Moderate Income:	4370	\$71,280
2 Bedroom:	4325	\$42,300
3 Bedroom:	4370	\$71,280
Low Income:	4325	\$42,300
TOTAL SHARP INCOME:		\$231,600

SWAP ANALYSIS YEAR 11

ASSUMPTIONS:

OPTION:	0
MARKET-F0:	0
SR-F0:	0
SR-F0:	0
P-2010-F0:	1
44,000-F0:	1
44,740-F0:	1
INFLATION FACTOR:	6.5%
OPERATING EXPENSES:	14379,347
BEST SERVICE:	141,036,877
TENANT INCOME:	4730,672
SWAP W/O SUBSIDY:	14687,353
SWAP FROM ABOVE:	14687,353

SECTION 8 / CHAPTER 707 INCOME

SWAP	\$123,245
SWAP	14564,307

SWAP FROM ABOVE

TAX CREDIT INCOME	\$72,346
SWAP	14491,361

EXISTING SWAP FROM ABOVE

SHARP INCOME	4231,600
FINAL BEFORE TAX CASH FLOW	14260,361
SWAP REQUIRED TO BREAK EVEN	14260,361
SWAP INCLUDING A RETURN ON EQUITY OF 6.50%	4342,929

OPERATING PRO FORMA YEAR 1, FIRST STABILIZED YEAR

TOTAL INCOME AND SUBSIDIES:

Market Rate Units:	17	8750	\$145,350
2 Bedroom:		41,000	\$182,400
Moderate Income Units:			
2 Bedroom:	22	4635	\$139,258
3 Bedroom:	11	4685	\$128,759
Low Income Units:			
2 Bedroom:	23	41,082	\$230,665
3 Bedroom:	11	41,304	\$172,110
TOTAL INCOME AND SUBSIDIES:			\$1,157,653

(See income schedule for specific subsidy breakdown)

EXPENSES:

Operating Expenses:	43,50 / NSF	14589,333
Real Estate Taxes:	44,35 / NSF	1640,381
TOTAL EXPENSES:		(1379,347)
NET OPERATING INCOME:		4730,672
MARKET BEST SERVICE:		141,036,877
Interest Rate:	8.50%	
Term (Years):	30	
BEFORE TAX CASH FLOW (BPF):		14260,361

ANNUAL YEAR OPERATING AND FINANCIAL STATEMENT

CALENDAR YEAR PROJECT YEAR	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
INCOME AND SUBSIDIES:																	
TOTAL TENANT INCOME:	730,672	767,805	805,565	843,844	888,138	932,543	979,170	1,028,128	1,079,835	1,133,311	1,190,187	1,249,686	1,312,181	1,377,790	1,446,680	1,519,014	
TOTAL SECTION R/OCH/PIER 707 INCOME:	123,845	129,408	138,878	142,672	149,866	157,296	165,161	173,419	182,080	191,194	200,724	210,791	221,331	232,398	244,017	256,210	
TOTAL TAX EXEMPTIONS:	72,346	72,346	72,346	72,346	72,346	72,346	72,346	72,346	72,346	72,346	72,346	72,346	72,346	72,346	72,346	72,346	0
TOTAL TAX EXEMPTIONS:	231,600	230,020	229,019	198,568	188,640	179,208	170,247	161,735	153,648	145,866	138,667	131,734	92,214	54,550	45,185	0	
TOTAL INCOME AND SUBSIDIES:	1,157,663	1,184,578	1,222,608	1,259,429	1,299,387	1,341,392	1,386,923	1,435,628	1,487,618	1,543,487	1,599,608	1,657,222	1,716,726	1,779,728	1,838,862	1,775,222	

EXPENSES:	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
OPERATING EXPENSES:																	
REAL ESTATE TAXES:	(290,363)	(311,281)	(328,945)	(345,982)	(362,657)	(380,785)	(399,438)	(418,651)	(438,418)	(458,691)	(479,501)	(500,863)	(522,788)	(546,271)	(571,313)	(597,918)	(625,075)
TOTAL EXPENSES:	(379,317)	(396,314)	(418,230)	(439,141)	(461,099)	(484,153)	(508,301)	(533,779)	(560,468)	(588,812)	(617,916)	(648,812)	(681,253)	(715,315)	(751,081)	(788,650)	
NET OPERATING INCOME:	778,346	790,664	804,578	820,288	837,828	857,238	876,562	901,849	927,150	954,325	971,692	944,474	959,422	944,801	965,397		
ANNUAL DEBT SERVICE:	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)	(1,038,877)
BEFORE TAX CASH FLOW:	(260,531)	(248,213)	(234,299)	(218,589)	(201,049)	(181,639)	(160,315)	(137,029)	(111,727)	(84,325)	(127,183)	(94,403)	(79,453)	(54,076)	(28,479)	(2,480)	
ROIC (NOI/IOC):	6.22%	6.32%	6.43%	6.56%	6.70%	6.85%	7.02%	7.21%	7.41%	7.63%	7.89%	7.55%	7.55%	7.67%	7.81%		
ROE (NOI/FEQUITY):	-20.81%	-19.84%	-18.73%	-17.47%	-16.07%	-14.32%	-12.81%	-10.95%	-8.33%	-6.74%	-4.11%	-1.11%	-1.53%	-4.33%	-4.25%		
GAP TO ACQUIRE REE OF:	6.60%	4342,929	4330,780	4316,856	4301,156	4283,616	4264,282	4242,882	4219,556	4194,294	4209,722	4178,034	4162,022	4136,543	4134,847		

PV OF 15 YR GAP STRM @ 6.90%	42,246,331
PV OF 10 YR TOT STRM @ 6.90%	63,265,657
TOTAL OF PV'S ABOVE	105,511,988
PV OF 15 YR SEC/CH/07 @ 6.90%	91,479,720
PV OF 10 YR TOT STRM @ 6.90%	143,717,333
PV OF 15 YR STRM @ 6.90%	11,368,954
TOTAL OF PV'S ABOVE	246,566,007

DEBT SERVICE CALCULATION: \$11,259,147
 INTEREST RATE 6.90% PER YEAR
 TERM 30 YEARS
 MONTHLY PAYMENT \$56,273
 TENANT PAYMENT \$1,038,877

GENERAL INCOME SCHEDULE YEAR 1, FIRST STABILIZED YEAR

TENANT INCOME:	Monthly Income/Unit	Yearly Income
Market Rate Units:		
1 Bedroom	4750	\$145,350
2 Bedroom	61,000	\$182,400
Moderate Income Units:		
1 Bedroom	4635	\$139,254
2 Bedroom	4851	\$145,539
3 Bedroom	4876	\$146,298
Low Income Units:		
1 Bedroom	4397	\$131,913
2 Bedroom	4428	\$132,840
3 Bedroom		
TOTAL TENANT INCOME:		\$730,672

EXPENSES:

Operating Expenses	43.50 /MSF	(4594,363)
Rent Estate Taxes	46.50 /MSF	(1680,364)
TOTAL EXPENSES:		(6274,727)

NET OPERATING INCOME: \$107,945

ANNUAL DEBT SERVICE: \$10,761,646

Principal Paid (10 Years) 1,500,000

Interest Paid (10 Years) 9,261,646

BEFORE TAX CASH FLOW (BPB) (6216,449)

BP ANALYSIS (YEAR 1)

ASSUMPTIONS:

OPTION	X	0
SHARP=0		0
SHARP=1		0
SUB=0=0		0
SUB=1=0		0
WFR=0		1
WFR=1		1
WFR=2		0
WFR=3		0
WFR=4		0
WFR=5		0
WFR=6		0
WFR=7		0
WFR=8		0
WFR=9		0
WFR=10		0
WFR=11		0
WFR=12		0
WFR=13		0
WFR=14		0
WFR=15		0
WFR=16		0
WFR=17		0
WFR=18		0
WFR=19		0
WFR=20		0
WFR=21		0
WFR=22		0
WFR=23		0
WFR=24		0
WFR=25		0
WFR=26		0
WFR=27		0
WFR=28		0
WFR=29		0
WFR=30		0
WFR=31		0
WFR=32		0
WFR=33		0
WFR=34		0
WFR=35		0
WFR=36		0
WFR=37		0
WFR=38		0
WFR=39		0
WFR=40		0
WFR=41		0
WFR=42		0
WFR=43		0
WFR=44		0
WFR=45		0
WFR=46		0
WFR=47		0
WFR=48		0
WFR=49		0
WFR=50		0
WFR=51		0
WFR=52		0
WFR=53		0
WFR=54		0
WFR=55		0
WFR=56		0
WFR=57		0
WFR=58		0
WFR=59		0
WFR=60		0
WFR=61		0
WFR=62		0
WFR=63		0
WFR=64		0
WFR=65		0
WFR=66		0
WFR=67		0
WFR=68		0
WFR=69		0
WFR=70		0
WFR=71		0
WFR=72		0
WFR=73		0
WFR=74		0
WFR=75		0
WFR=76		0
WFR=77		0
WFR=78		0
WFR=79		0
WFR=80		0
WFR=81		0
WFR=82		0
WFR=83		0
WFR=84		0
WFR=85		0
WFR=86		0
WFR=87		0
WFR=88		0
WFR=89		0
WFR=90		0
WFR=91		0
WFR=92		0
WFR=93		0
WFR=94		0
WFR=95		0
WFR=96		0
WFR=97		0
WFR=98		0
WFR=99		0
WFR=100		0

OPERATING EXPENSES (4379,347)

DEBT SERVICE (4994,763)

TENANT INCOME \$730,672

BP W/O SUBSIDY (6643,430)

BP FROM ABOVE (6643,430)

SECTION 8 / CHAPTER 707 INCOME \$123,245

BP (4820,193)

BP FROM ABOVE (4820,193)

TAX CREDIT INCOME \$72,144

BP (4448,049)

EXISTING BP FROM ABOVE (4448,049)

SHARP INCOME \$231,600

FINAL BEFORE TAX CASH FLOW (4216,449)

BP REQUIRED TO BREAK EVEN (4216,449)

BP INCLUDING A RETURN ON EQUITY OF 6.00% (4254,510)

GENERAL INCOME SCHEDULE YEAR 1, FIRST STABILIZED YEAR

TENANT INCOME:	Monthly Income/Unit	Yearly Income
Market Rate Units:		
1 Bedroom	4750	\$145,350
2 Bedroom	61,000	\$182,400
Moderate Income Units:		
1 Bedroom	4635	\$139,254
2 Bedroom	4851	\$145,539
3 Bedroom	4876	\$146,298
Low Income Units:		
1 Bedroom	4397	\$131,913
2 Bedroom	4428	\$132,840
3 Bedroom		
TOTAL TENANT INCOME:		\$730,672

EXPENSES:

Operating Expenses	43.50 /MSF	(4594,363)
Rent Estate Taxes	46.50 /MSF	(1680,364)
TOTAL EXPENSES:		(6274,727)

NET OPERATING INCOME: \$107,945

ANNUAL DEBT SERVICE: \$10,761,646

Principal Paid (10 Years) 1,500,000

Interest Paid (10 Years) 9,261,646

BEFORE TAX CASH FLOW (BPB) (6216,449)

BP ANALYSIS (10 YEARS)

SHARP PROGRAM:

Low Income:	4270	\$128,100
2 Bedroom	4325	\$130,750
3 Bedroom		
Moderate Income:		
1 Bedroom	4270	\$128,100
2 Bedroom	4325	\$130,750
3 Bedroom		
Low Income:		
1 Bedroom	4270	\$128,100
2 Bedroom	4325	\$130,750
3 Bedroom		
TOTAL SHARP INCOME:		\$431,600

SECTION 8/CHAPTER 707 SUBSIDY INCOME

Low Income:	4371	\$131,130
2 Bedroom	4412	\$132,360
3 Bedroom		
TOTAL SECTION 8/707 INCOME:		\$123,245

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	4170	\$125,100
2 Bedroom	4225	\$126,750
3 Bedroom		
TOTAL SYNDICATION:		\$125,144

EXISTING BP FROM ABOVE (4448,049)

SHARP INCOME \$431,600

FINAL BEFORE TAX CASH FLOW (4216,449)

BP REQUIRED TO BREAK EVEN (4216,449)

BP INCLUDING A RETURN ON EQUITY OF 6.00% (4254,510)

RENTAL ANALYSIS PHASE 1B VACANT PARCELS #9 - 14
 MARKET AREA: WILSON, N. C. 27611, I-17B, 33B,
 PREPARED BY THE REGIONAL DEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

PARCEL AREA 59,237 GSF
 NUMBER OF UNITS 100 UNITS
 PARKING SPACES 70 SPACES
 EQUITY REQUIREMENT 10.00% OF TIC EQUITY

UNIT MIX:

MARKET RATE 33.0% (10% INCOME LIMIT)
 MODERATE RATE 33.0% (10% INCOME LIMIT)
 LOW INCOME 33.0% (10% INCOME LIMIT)

UNIT COMPOSITION:	NO. UNITS	% ARE.	GSF	RSF	EFFICIENCY
MARKET RATE UNITS	17	50%	700	595	85.0%
2 BEDROOM UNITS	16	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	33	100%	27,900	23,715	85.0%
MODERATE INCOME	22	67%	1,000	850	85.0%
2 BEDROOM UNITS	11	33%	1,250	1,050	85.0%
TOTAL MODERATE RATE UNITS	33	100%	35,625	30,511	85.0%
LOW INCOME	23	67%	1,000	850	85.0%
2 BEDROOM UNITS	11	33%	1,250	1,050	85.0%
TOTAL LOW INCOME UNITS	34	100%	36,525	31,191	85.0%
TOTAL	100		100,275	85,217	

DEVELOPMENT PROGRAM:

LAND COST	UNIT COST	TOTAL COST
MARKET RATE UNITS	\$25,000.00 / (RU) (20%)	\$625,000
MODERATE RATE UNITS	\$25,000.00 / (RU) (20%)	\$625,000
LOW INCOME UNITS	\$40,000.00 / (RU) (40%)	\$1,400,000
TOTAL LAND COST:		\$2,650,000
HARD COSTS		\$900,000
RESIDENTIAL CONSTRUCTION PER GSF		\$9,025.00
TOTAL HARD AND LAND COSTS		\$3,550,000

PROJECT RELATED SOFT COSTS	PER UNIT	TOTAL
LEGAL FEES	4.00% OF HC	\$361,040
ACCOUNTING FEES	1.50% OF HC	\$135,320
DEVELOPMENT	0.25% OF HC	\$225,650
DE TITLE INSURANCE	4.00% OF HC	\$361,040
CONSTRUCTION	1.00% OF HC	\$902,500
INSURANCE, TITLES, PERMITS	6.00% OF HC	\$541,500
RENT-UP AND MARKETING/MARKET	\$15,000 / UNIT	\$1,500,000
RENT-UP EXPENSE	\$10,000 / UNIT	\$1,000,000
CONSTRUCTION INTEREST @	10.00%	\$496,405
TOTAL SOFT COSTS		\$11,676,535

TOTAL PROJECT COSTS	CONTINGENCY 1% OF HARD COSTS	TOTAL PROJECT COST
	5.0%	\$1,167,827
TOTAL PROJECT COST		\$12,844,362
TOTAL REQUIREMENT COST		\$1,167,827
EQUITY REQUIREMENT		\$1,167,827
TIC/GSF		\$119.44
TIC/1 BEDROOM UNIT		\$63,616
TIC/2 BEDROOM UNIT		\$119,443
TIC/3 BEDROOM UNIT		\$114,707

IIC

OPTION IIC	VALUE
MARKET RATE	0
MODERATE RATE	0
LOW INCOME	0
MARKETING	1
PERMITS	1
INSURANCE	0
TITLES	0
LEGAL	0
CONSTRUCTION	0.14
RENT-UP	33,000
CONSTRUCTION INTEREST	33,000
CONTINGENCY	5,000

IIC

FIFTEEN YEAR OPERATING PRO FLOW

CALENDAR YEAR	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2004
INFLATION/YEAR																	16
INCOME AND SUBSIDIES:																	
TOTAL TENANT INCOME:	720,672	767,005	800,665	845,844	888,136	932,943	979,170	1,028,128	1,079,335	1,133,311	1,190,187	1,249,696	1,312,181	1,377,790	1,446,680	1,519,014	
TOTAL SECTION 8/CHAPTER 707 INCOME:	123,245	129,408	135,978	142,672	149,806	157,296	165,161	173,419	182,090	191,194	200,794	210,791	221,131	232,398	244,017	256,218	
TOTAL TAN SHEDD/CITIZEN:	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	0	0	0	0	0	0	
TOTAL SHARP INCOME:	231,600	220,020	209,019	198,568	188,640	179,208	170,287	161,725	153,648	145,966	138,667	131,724	92,214	64,550	45,185	0	
TOTAL INCOME AND SUBSIDIES:	1,157,661	1,188,777	1,222,606	1,297,227	1,398,725	1,341,190	1,386,721	1,458,426	1,487,416	1,542,815	1,529,608	1,592,222	1,629,726	1,674,728	1,726,882	1,778,232	
EXPENSES:																	
OPERATING EXPENSES #	(298,353)	(313,281)	(328,945)	(345,309)	(362,659)	(380,795)	(399,825)	(419,656)	(440,314)	(462,869)	(487,401)	(513,920)	(542,517)	(573,207)	(607,090)	(643,275)	
REAL ESTATE TAXES #	(104,384)	(105,033)	(106,283)	(107,708)	(109,371)	(111,239)	(113,320)	(115,623)	(118,161)	(120,951)	(124,001)	(127,330)	(130,958)	(134,886)	(139,114)	(143,641)	
TOTAL EXPENSES:	(402,737)	(418,314)	(435,228)	(453,017)	(472,030)	(492,034)	(513,145)	(535,279)	(558,475)	(583,820)	(611,402)	(641,250)	(673,476)	(708,093)	(746,204)	(786,916)	
NET OPERATING INCOME:	778,314	790,462	804,376	820,085	837,625	877,626	878,560	911,646	926,948	954,233	911,632	943,410	944,474	959,422	984,801	996,597	
ANNUAL REPT SERVICE:	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	
BEFORE IRA CASH FLOW:	(216,449)	(204,301)	(190,387)	(174,677)	(157,137)	(137,127)	(116,403)	(93,117)	(67,815)	(40,140)	(83,071)	(51,353)	(29,289)	(19,341)	(9,962)	(6,166)	
NOTE: (10/17/01)	6,504	6,604	6,714	6,854	6,994	7,154	7,334	7,534	7,744	7,974	8,214	8,464	8,724	8,994	9,274	9,564	
ADJ (10/17/02/11)	(18,974)	(17,028)	(15,694)	(14,386)	(13,124)	(11,904)	(10,724)	(9,584)	(8,484)	(7,424)	(6,404)	(5,424)	(4,484)	(3,584)	(2,724)	(1,904)	
GP TO ACHIEVE ROE OF 6.60%	1295,510	1283,362	1269,448	1253,726	1236,198	1216,788	1205,664	1192,178	1186,876	1179,501	1162,132	1130,414	1129,350	1114,402	1093,623	1077,227	
PV OF 15 YR GP STRM #	61,624,556					6,904											
MINIMUM VALUE OF GP STREAM 15 YRS	62,814,382					11,979,720											
DEBT SERVICE CALCULATION:																	
INTEREST RATE	11.00%																
MONTHLY PAYMENT	482,897																
YEARLY PAYMENT	4954,763																
TOTAL OF PV'S ABOVE	63,175,768																

6.60%
 6.504
 11.00%
 482,897
 4954,763
 6.60%
 6.504
 11.00%
 482,897
 4954,763
 PV OF 15 YR GP STRM #
 MINIMUM VALUE OF GP STREAM 15 YRS
 DEBT SERVICE CALCULATION:
 INTEREST RATE
 MONTHLY PAYMENT
 YEARLY PAYMENT
 PV OF 15 YR GP STRM #
 MINIMUM VALUE OF GP STREAM 15 YRS
 TOTAL OF PV'S ABOVE

OPTION 110

MARKET=0	0
SET=0	0
DEVELOP=0	0
SUB=0	0
P-SHIP=0	1
64,000=0	1
11,000=0	0
INIT RATE	8.5%
INT	65,000
LOM	17,500
DISC RATE	6.90%
IMPLA FIR	5.00%

RENTAL ANALYSIS PHASE 18 VICINITY PARCELS #9 - 14
 PARCEL DESCRIPTION: R1-C, R2-7D, R3-A, R-12A, R-12B, R-12C, 33B.
 PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

PARCEL AREA	50,627 GSF
NO. UNITS	100 UNITS
MARKER OF UNITS	70 SPACES
PARKING SPACES	70 SPACES
EQUITY REQUIREMENT	10.0% OF TIC EQUITY

UNIT MIX:

MARKET RATE	65.0% (NO INCOME LIMIT)
MODERATE INCOME	17.5% (NOT MORE THAN 50% OF SUCH MEDIUM INCOME)
LOW INCOME	17.5% (NOT MORE THAN 50% OF SUCH MEDIUM INCOME)

UNIT COMPOSITION:

	NO. UNITS	% FREE	GSF	NSF	EFFICIENCY
MARKET RATE UNITS	32	50%	700	395	65.0%
2 BEDROOM UNITS	5	50%	1,000	500	65.0%
TOTAL MARKET RATE UNITS	64	100%	54,400	46,240	65.0%
MODERATE INCOME					
2 BEDROOM UNITS	12	67%	1,000	650	65.0%
3 BEDROOM UNITS	6	33%	1,245	1,050	65.0%
TOTAL MODERATE RATE UNITS	18	100%	19,470	16,550	65.0%
LOW INCOME					
2 BEDROOM UNITS	12	67%	1,000	650	65.0%
3 BEDROOM UNITS	6	33%	1,245	1,050	65.0%
TOTAL LOW INCOME UNITS	18	100%	19,470	16,550	65.0%
TOTAL	100		93,340	79,335	

DEVELOPMENT PROGRAM:

	UNIT COST	TOTAL COST
LAND COST		
MARKET RATE UNITS	\$25,000.00 / (DU) (FNU)	\$1,600,000
MODERATE INCOME UNITS	\$0.00 / (DU) (FNU)	0
LOW INCOME UNITS	\$0.00 / (DU) (FNU)	0
TOTAL LAND COST:		\$1,600,000
WARD COSTS		
RESIDENTIAL CONSTRUCTION PER GSF	690	66,400,600
TOTAL HARD AND LAND COSTS		\$10,000,600

PROJECT RELATED SOFT COSTS

SIZE FEE	4.0% OF HC	\$38,024
ACCOUNTING FEES	0.2% OF HC	\$19,012
DEVELOPER'S FEE	4.0% OF HC	\$38,024
INSURANCE	0.5% OF HC	\$47,530
UTILITIES	0.5% OF HC	\$47,530
RENT-UP AND MARKETING/MARKET	1600 / UNIT	\$10,800
RENT-UP DEFICIT	10.0%	\$21,507
CONSTRUCTION INTEREST @	10.0%	\$505,236
TOTAL SOFT COSTS		\$1,722,111

TOTAL PROJECT COSTS

TOTAL PROJECT COSTS	\$11,722,711
CONTINGENCY 14 OF HARD COSTS	\$460,000
TOTAL DEVELOPMENT COST	\$12,182,711
EQUITY REQUIREMENT	\$1,215,274
TIC/GSF	\$130.20

TIC/1 BEDROOM UNIT

TIC/1 BEDROOM UNIT	\$91,139
TIC/2 BEDROOM UNIT	\$137,655
TIC/3 BEDROOM UNIT	\$162,107

RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

MONTHLY INCOME/UNIT	Yearly Income
TENANT INCOME:	
Market Rate Units:	
1 Bedroom: 470	\$274,600
2 Bedroom: 11,000	1,384,800
3 Bedroom: 0	0
Moderate Income Units:	
2 Bedroom: 465	486,869
3 Bedroom: 465	446,654
Low Income Units:	
2 Bedroom: 137	454,310
3 Bedroom: 468	463,275
TOTAL TENANT INCOME:	4655,707

BP ANALYSIS (YEAR 1)

ASSUMPTIONS:	BP FROM ABOVE
OPTION MARKET=0	0
SEC B=0	0
SEC C=0	0
SEC D=0	0
P-SHIP=0	1
40,000=0	1
40,000=0	1
Inflation Factor	6.54
OPERATING EXPENSES	(1,553,057)
DEBT SERVICE	(61,093,196)
TENANT INCOME	4655,707
BP W/O SUBSIDY	(1406,540)
BP FROM ABOVE	(1406,540)

OPERATING PRO FORMA (YEAR 1, FIRST STABILIZED YEAR)

TOTAL INCOME AND SUBSIDIES:	Market Rate Units:	Low Income Units:
1 Bedroom: 32	470	12
2 Bedroom: 32	\$1,000	6
3 Bedroom: 0		
Moderate Income Units:	4673	4976
2 Bedroom: 12	\$123,748	
3 Bedroom: 6	\$70,254	
Low Income Units:	4907	4130,536
2 Bedroom: 6	\$1,123	\$60,656
3 Bedroom: 0		
TOTAL INCOME AND SUBSIDIES	41,045,794	

(See income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	\$1.50 /RSF	(4271,687)
Real Estate Taxes	\$0.57 /RSF	(175,372)
TOTAL EXPENSES:		(1,853,059)
NET OPERATING INCOME:		4632,725
PAYABLE DEBT SERVICE:		(41,093,196)
Principal	\$10,537,467	
Interest Rate	8.50%	
Term (Years)	30	
BEFORE TAX CASH FLOW (BP)		(4316,460)

SECTION 8/CHAPTER 707 SUBSIDY INCOME

Low Income:	4273	\$37,346
2 Bedroom:	4412	\$28,181
3 Bedroom:		
TOTAL SECTION 8/707 INCOME:		655,527

SNOWDRIFT - TAX CREDIT (10 YEARS):

Low Income:	\$0	\$0
2 Bedroom:	\$0	\$0
3 Bedroom:		
TOTAL SNOWDRIFT:		\$0

SHARP PROGRAM:

Moderate Income:		
2 Bedroom:	4270	\$38,980
3 Bedroom:	4325	\$23,400
5 Bedroom:		
Low Income:	4270	\$38,980
2 Bedroom:	4325	\$23,400
3 Bedroom:		
TOTAL SHARP INCOME:		1024,560

EXISTING SFP FROM ABOVE

SHARP INCOME	(1441,020)
FINAN. BEFORE TAX CASH FLOW	1024,560
BP REQUIRED TO BREAK EVEN	(4316,460)
BP INCLUDING A RETURN ON EQUITY OF 6.60%	4396,169

BP FROM ABOVE

TAX CREDIT INCOME	(1441,020)
BP	(1441,020)

SECTION 8 / CHAPTER 707 INCOME

BP	655,527
	(1441,020)

RENTAL ANALYSIS PHASE 1B VACANT PARCELS #9 - 1A
 PARCEL DESCRIPTION: A1-C, R-27B, 2-A, R-12A, R-12B, 33B.
 DEVELOPMENT PROGRAM: REDEVELOPMENT AUTHORITY

PARCEL AREA 50,377 SQ. FT.
 NUMBER OF UNITS 100 UNITS
 PARKING SPACES 70 SPACES
 EQUITY REQUIREMENT 10.00% OF TIC EQUITY

UNIT MIX:

MARKET RATE	MODERATE RATE	LOW INCOME	50.0% (MIN. INCOME LIMIT)	25.0% (NOT MORE THAN 50% OF SASH MEDIAN INCOME)	25.0% (NOT MORE THAN 50% OF SASH MEDIAN INCOME)
25	50	70	100	100	100
2	2	2	2	2	2
TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL

MARKET RATE UNITS	MODERATE RATE UNITS	LOW INCOME UNITS	TOTAL UNITS	% RISE	RSF	EFFICIENCY
25	50	70	145		85.0	85.0%
2	2	2	6		45.0	45.0%
TOTAL MARKET RATE UNITS	TOTAL MODERATE RATE UNITS	TOTAL LOW INCOME UNITS	TOTAL UNITS		36,122	85.0%
17	6	6	29		850	85.0%
2	2	2	6		1,245	85.0%
3	3	3	9		1,058	85.0%
TOTAL MODERATE RATE UNITS	TOTAL LOW INCOME UNITS	TOTAL MARKET RATE UNITS	TOTAL UNITS		22,916	85.0%
17	6	6	29		850	85.0%
2	2	2	6		1,245	85.0%
3	3	3	9		1,058	85.0%
TOTAL LOW INCOME UNITS	TOTAL MARKET RATE UNITS	TOTAL MODERATE RATE UNITS	TOTAL UNITS		22,916	85.0%
100	100	100	300		81,577	

DEVELOPMENT PROGRAM

UNIT COST	TOTAL COST
MARKET RATE UNITS \$25,000.00 / (RU) (RM)	\$1,250,000
MODERATE RATE UNITS \$40.00 / (RU) (RM)	40
LOW INCOME UNITS \$0.00 / (RU) (RM)	0
TOTAL LAND COST:	\$1,250,000

HHO COSTS

RESIDENTIAL CONSTRUCTION PER SF	490
TOTAL HHO AND LAND COSTS	\$6,177,800
PROJECT RELATED SOFT COSTS	\$3,927,800

LEASER FEES

4.0% OF HC	\$47,112
0.2% OF HC	2,356
4.0% OF HC	47,112
4.0% OF HC	47,112
CONSTRUCTION TITLE PERMITS	48,574
RENT-UP AND MARKETING/MARKET	430,000
RENT-UP AND MARKETING/LOW-HHO	115,000
RENT-UP DEFICIT	\$154,322

CONSTRUCTION INTEREST @

10.0%	\$500,970
TOTAL SOFT COSTS	\$1,765,831
TOTAL PROJECT COSTS	\$11,633,631
CONTINGENCY 1% OF HHO COSTS	\$432,890
TOTAL DEVELOPMENT COST	\$12,066,521
EQUITY REQUIREMENT	\$1,206,752
TIC/RSF	\$125.16

TIC/1 BEDROOM UNIT

TIC/2 BEDROOM UNIT	\$87,669
TIC/3 BEDROOM UNIT	\$120,752
TIC/3 BEDROOM UNIT	\$155,819

11c

OPTION 11c

MARKET-RATE	0
SEC. 8-D	0
STANDARD	0
P-SUPP-D	1
WALK-UP	1
11E-0	1
11E-0	1
INT. RATE	8.5%
WALK-UP	25.00%
WALK-UP	25.00%
DISC. RATE	5.50%
INFLA. FTR	5.00%

RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

MONTHLY INCOME	MONTHLY INCOME	YEARLY INCOME
High Rate Units:		
1 Bedroom:	750	423,750
2 Bedroom:	91,000	4,855,000
Moderate Income Units:		
2 Bedroom:	455	1,623,063
3 Bedroom:	485	1,627,172
Low Income Units:		
2 Bedroom:	437	1,756,339
3 Bedroom:	428	1,577,034
TOTAL TENANT INCOME:		8,600,257

BP ANALYSIS (YEAR 1)

ASSUMPTIONS:

OPTION	0
MINORE-0	0
SEC B-0	0
SHRP-0	0
P-SHIP-0	1
COLLAB-0	1
TRF-0	0
INFLATION FACTOR	5.34
OPERATING EXPENSES	(1,384,709)
DEBT SERVICE	(81,062,119)
TENANT INCOME	8,600,257
BP 9/10 SUBSIDY	(1,556,570)
BP FROM ABOVE	1,556,570

SECTION 8 / CHAPTER 707 INCOME: 490,482

BP (4176,089)

OPERATING PRO FORM (YEAR 1, FIRST STABILIZED YEAR)

TOTAL INCOME AND SUBSIDIES:

High Rate Units:		
1 Bedroom:	25	4750
2 Bedroom:		91,000
Moderate Income Units:		
2 Bedroom:	17	4873
3 Bedroom:	6	4976
Low Income Units:		
2 Bedroom:	17	91,081
3 Bedroom:	6	91,305
TOTAL INCOME AND SUBSIDIES		91,116,305

(See Income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	63.50 /SF	14,286,850
Real Estate Taxes	40.35 /SF	18,773,851
TOTAL EXPENSES		(33,060,701)
NET OPERATING INCOME:		57,055,604

ANNUAL DEBT SERVICE: 161,002,119

Principal Rate 8.5%

Interest Rate 3.0%

Term (Years) 30

BEFORE TAX CASH FLOW (BPP) (6250,523)

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	474	435,914 *
High Income:	612	417,192 *
3 Bedroom:		
TOTAL SYNDICATION:		853,106

BP FROM ABOVE

BP FROM ABOVE	1,556,570
TAX CREDIT INCOME	853,106
BP	(4423,083)

BEFORE TAX CASH FLOW (BPP)

BEFORE TAX CASH FLOW (BPP)	(6250,523)
----------------------------	------------

SHRP PROGRAM:

Moderate Income:		
2 Bedroom:	620	455,060
3 Bedroom:	628	1,611,600
Low Income:		
2 Bedroom:	670	435,060
3 Bedroom:	628	431,400
TOTAL SHRP INCOME:		1,972,120

EXISTING BP FROM ABOVE

EXISTING BP FROM ABOVE	(4423,083)
SHRP INCOME	1,972,120
FINAL BEFORE TAX CASH FLOW	(6250,523)
BP REQUIRED TO BREAK EVEN	(6250,523)
BP INCLUDING A RETURN ON EQUITY OF 6.60%	930,168

